

# GRAIN DEALERS JOURNAL

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is rolled from a single strip of metal and the flight given its permanent form by the rolling process. It has proven to be most efficient for handling grain, and is used entirely by many of the large elevators throughout the country.

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# W I C H I T A

Wichita covers an area of over 20 square miles. Still more important to the grain men, the Wichita Board of Trade is made up of square men, each one anxious to prove Wichita's worth as a grain center.

From 1880 to 1910, a period of thirty years, the population of Wichita increased over tenfold, growing from 4,911 to 52,450. There are reasons for this rapid growth. The same reasons account for Wichita's Board of Trade and other institutions of which she may well feel proud. Five railroads, its location in the center of the grain belt, and that "Wichita push" all have helped to put her in the foreground.

The way to test worth is by trial. Get in touch with any of these Board of Trade members and you will understand why shippers, exporters and millers believe in Wichita. Try any or all of these Wichita Board of Trade Members and resulting satisfaction will be yours.

Clark Burdgrain Co.  
Beyer Grain Co.  
C. A. Baldwin  
Stevens Scott Grain Co.  
The J. W. Craig Grain Co.  
C. M. Clark Grain Co.  
Price Commission Co.  
Sam Groth Grain Co.  
The Red Star Milling Co.  
John Hayes Grain Co.  
The Kansas Flour Mills  
The Kansas Milling Co.  
George Koch Grain Co.  
Kramer Grain Co.  
Kelly Grain Co.

The Wichita Flour Mills  
Dilts & Morgan  
The Wichita Terminal Elevator  
Blood-Pickerell Grain Co.  
Roth Grain Co.  
Strong Trading Co.  
Williamson Grain Co.  
C. L. Wagner Grain Co.  
Wallingford Bros. Grain Co.  
Warwick Grain Co.  
The Schaefer Grain Co.  
The Victory Mills Co.  
Smith Elevator Co.  
Red Star Mill  
Raymond Grain Co.



## Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them.

### ATCHISON, KANS.

Blair Elevator Co., receivers and shippers.\*

### ATHENS, GA.

Eppes, Wm. E., grain, hay, flour, produce.

### ATLANTA, GA.

Gregg & Son, J., wholesale brokers, grain, hay.\*

### BALTIMORE, MD.

Chamber of Commerce Members.

Baltimore Grain Co., grain receivers.\*  
Baltimore Pearl Hominy Co., corn products.\*  
Blackburn & Co., C. P., grain receivers, exporters.\*  
Dennis & Co., grain merchants.\*  
England & Co., Chas., grain, hay.\*  
Fahey & Co., John T., grain receivers and exporters.\*  
Hammond, Snyder & Co., Inc., receivers, exporters.\*  
Hax & Co., G. A., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*  
Manger & Co., J. A., grain, seeds, hay.\*  
Robinson & Jackson, grain commission merchants.\*  
Steen & Bro., E., grain receivers and exporters.\*  
Wack & Co., Henry E., grain, hay, feeds.\*

### BEAUMONT, TEX.

Archer Brokerage Co., grain brokers.

### BESSEMER, ALA.

Curry & Co., J. C., feedstuffs, flour, meal.

### BIRMINGHAM, ALA.

Birmingham Grain Co., grain, feed, flour.\*  
Cecil Brokerage Co., grain, hay, millfeed brokers.\*  
Cosby Flour & Grain Co., W. M., grn., flour crn. ml.\*  
Guice, Edward T., flour, grain, feed broker.\*  
Humphill & Co., R. C., mdse. & grain brokers.  
Montgomery Brokerage Co., grain, gr. pdts., hay, mdse.  
Morgan & Co., B. C., broker grain, feed, flour, hay.\*  
Ramsey & Co., J. E., mdse., grain, feed, flour broker.\*  
Southeastern Brokerage Co., grain, hay, feed.  
Sunny South Grain Co., mfrs. mxd. fd., ctn. sd. ml.  
Tennessee Mill & Feed Co., mfrs. mxd. feed, crn. meal, grits.\*  
Western Grain Co., mfrs. crn. ml., grts., gr., hay.\*  
Wood-Crabbe Grain Co., mfrs. crn. ml., grts., gr., hay.\*

### BLOOMINGTON, ILL.

Hasenwinkle Grain Co., cash and futures.

Slick, L. E., grain.

Worth-Gyles Grain Co., cash and future grain.\*

### BOSTON, MASS.

Chamber of Commerce Members.

Benzaquin, Matthew D., grain brokerage, commission.\*

Jaquith, Parker, Smith & Co., wheat, barley, millo.\*

### BUFFALO, N. Y.

Corn Exchange Members.

Armour Grain Co., grain merchants.\*  
Burns, Berend J., grain and feed merchant.  
Burns Grain Co., grain commission.\*  
Churchill Grain & Seed Co., receivers, shippers.\*  
Doorty-Ellsworth Co., Inc., brokerage commission.\*  
Electric Grain Elevator Co., consignments.\*  
Gee-Lewis Grain Co., grain consignments.\*  
Harold, A. W., grain, barley a specialty.  
Irwin, Dudley M., barley.\*  
McConnell Grain Corporation, commission merchants.\*  
Kennedy & Co., Chas., wheat a specialty.\*  
Pratt & Co., receivers, shippers of grain.\*  
Taylor & Bourne Co., grain merchants.\*  
Urmston Grain Co., grain commission.\*  
Whitney & Gibson, consignments.\*

### CAIRO, ILL.

Board of Trade Members.

Halliday Elevator Co., grain dealers.\*

Magee-Lynch Grain Co., grain.\*

Thistlewood & Co., grain and hay.

### CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., corn and oats.\*

Gifford-Matthews Co., grain and grain products.\*

King Wilder Grain Co., grain shippers.\*

### CHATTANOOGA, TENN.

Grain Exchange Members.

Bagley & Semmes, hay, grain and feed brokers.

Chattanooga Feed Co., grain, feed, hay, cow peas.

Harbin, A. D., hay, grain and mill feeds.

Tennessee River Mfg. Co., corn buyers, corn meal mfrs.

Thomasson & Co., J. T., grain, hay, feed.

Winer Feed Co., feed, seed.

### CHICAGO, ILL.

Board of Trade Members.

Anderson & Co., W. P., grain commission merchants.\*

Armour Grain Co., grain buyers.\*

### CHICAGO (Continued).

Bailey & Co., E. W., grain commission merchants.\*  
Bartlett-Frazier Co., grain merchants.\*  
Bennett & Co., Jas. E., commission merchants.\*  
Brennan & Co., John E., grain commission merchants.\*  
Bridge & Leonard, commission merchants.\*  
Carhart Code Harwood Co., grain commission.\*  
Dole & Co., J. H., grain and seeds.\*  
Freeman & Co., Henry H., grain, hay, straw.\*  
Gerstenberg & Co., commission merchants.\*  
Hales & Edwards Co., grain merchants.\*  
Harris, Winthrop & Co., grain commission.\*  
Hitch & Carder, commission merchants.\*  
Hoit & Co., Lowell, commission, grain and seeds.\*  
Lamson Bros. & Co., consignments solicited.\*  
Lewis & Co., F. S., grain and provisions.\*  
Lowitz & Co., E., grain commission.\*  
McKenna & Dickey, commission merchants.\*  
Mumford & Co., W. R., grain, hay, millstuffs.\*  
Norris Grain Co., grain merchants.\*  
Northern Grain & Warehouse Co., grain receivers.  
Paynter, H. M., grain and field seeds.\*  
Perrine & Co., W. H., grain and commission.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Press & Co., W. G., grain, provisions, stocks, etc.\*  
Quater Oats Co., buyers of grain.\*  
Requa Bros., wheat a specialty.\*  
Rosenbaum Bros., receivers, shippers.\*  
Rosenbaum Grain Co., J., grain merchants.\*  
Rothchild Co., D., receivers and shippers.\*  
Rothschild Co., Moses, receivers and shippers.\*  
Rumsey & Co., grain commission.\*  
Savers Grain Co., grain commission.\*  
Schiffin & Co., P. H., commission.\*  
Shaffer & Co., J. C., grain merchants.\*  
Simons, Day & Co., grain merchants.\*  
Somers, Jones & Co., grain and field seeds.\*  
Thayer & Co., C. H., receivers-shippers.\*  
Udike Grain Co., consignments.\*  
Ware & Leland, grain and seeds.\*  
Zweig & Co., Harry A., cash grain only.

### CINCINNATI, O.

Grain & Hay Exchange Members.

Early & Daniel Co., grain, hay, feed.\*

Perin Bros., want corn.\*

### CLEVELAND, O.

Grain & Hay Exchange Members.

Bailey, E. I., grain and millfeed.\*  
Cleveland Grain Co., The, receivers and shippers.\*  
Gates Elevator Co., The, receivers and shippers.\*  
Leke Shore Elevator Co., grain and feed.\*  
Sheets Elevator Co., The, grain, hay, straw.\*  
Shepard, Clark & Co., grain merchants.\*  
Star Elevator Co., receivers, grain, hay, straw.\*  
Strauss & Co., H. M., receivers, shippers hay & grain.\*  
Union Elevator Co., The, grain and hay.\*

### DALLAS, TEX.

E. A. Johnson Co., grain and flour brokers.

### DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

### DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*

### DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, grain and beans.\*  
Crescent Flour Mills, The, wheat, corn oats.\*  
Gallagher Grain Co., grain merchants.\*  
Denver Elevator. We buy and sell grain and beans.\*  
Hungarian Flour Mills, wheat, corn, oats, etc.\*  
Kellogg Grain Co., O. M., receivers and shippers.\*  
McCaull-Bismore Co., wholesaler and commission.\*  
O'Donnell Grain Co., wholesale grain.\*  
Phelps Grain Co., T. D., wholesale grain.\*  
Scott-George Grain Co., receivers and shippers.\*  
Summit Grain & Coal Co., wheat, corn, oats, rye, barl.\*  
Thompson Merc. Co., The W. F., wholesale hay.\*  
Warwick Grain Co., buyers & sellers all kinds of grain.

### DES MOINES, IOWA.

Board of Trade Members.

Anderson Co., D. L., grain merchants.\*  
Bartz & Co., W. H., grain merchants.\*  
Des Moines Elevator & Grain Co., oats a specialty.\*  
Iowa Grain Co., receivers and shippers.\*  
Lockwood, Lee, grain, millfeed broker.\*  
Marshall Hall Grain Co., grain commission.\*  
Mid-West Consumers Grain Co., grain merchants.\*  
Perrine & Co., W. H., commission merchants.\*  
Taylor & Patton Co., corn and oats.\*  
Tower, C. A., grain broker.

### DETROIT, MICH.

Board of Trade Members.

Carson & Co., H. C., corn, oats, rye.\*  
Dumont, Roberts & Co., receivers, shippers.\*  
Huston, C. R., grain, hay consignments a specialty.\*  
Lichtenberg & Son, oats, corn, hay, straw.\*  
Simmons & Co., F. J., grain and hay.\*

### FORT WORTH, TEX.

Grain and Cotton Exchange Members.

Dorsey Grain Co., receivers, shippers.

### GREAT FALLS, MONTANA.

Barkemeyer Grain & Seed Co., grain dealers.\*

### GREENSBORO, N. C.

Moon-Taylor Co., grain and hay brokers.\*

### GREENVILLE, O.

Grubbs Grain Co., E. A., track buyers.\*

### GULFPORT, MISS.

Corso & Runfalo, gro., grain, feed, flour, hay.\*  
Gulfport Grocery Co., gro., grain, fd., fr., etc.\*  
Howie & Co., J. B., bkrs., grain, fd., fr., hay.\*

### HAMMOND, IND.

Nowak Milling Corp., "Domino Feeds."

### HASTINGS, NEBR.

Elder, Fred W., wholesale grain, hay and mill pdts.\*

Koehler-Twisdale Elevator Co., grain dealers.\*

Moritz Grain Co., Chas., wholesale grain.

Sexson, C. R., grain.

### HATTIESBURG, MISS.

Bobo & Co., W. E., bkrs., mdse., grain, hay, fd., fr.\*

McLain & Co., A. S., grain, feed, mdse. broker.\*

Merchants Grocery Co., bkrs., mdse., grain, fd., fr.\*

### HOUSTON, TEX.

Beatty-Archer Co., grain brokers.\*

Gulf Grain Co., grain, hay, millfeed.\*

### HUTCHINSON, KANS.

Board of Trade Members.

Farmers Co-Op. Com. Co., commission merchants.\*  
Gano Grain Co., grain merchants.\*  
Hausam-Bateman & Co., grain buyers and sellers.\*  
Hayes Grain Co., John, grain merchants.\*  
Hutchinson Grain Co., grain merchants.\*  
Kelly Milling Co., Wm., millers of hard wheat.\*  
McClure Grain Co., J. B., buyers and sellers.\*  
Pettit Grain Co., L. H., grain merchants.\*  
Reno Flour Mills Co., millers and grain dealers.\*  
Rock Milling & Elevator Co., receivers and shippers.\*  
Russell Grain Co., commission merchants.\*  
Southwest Grain Co., receivers and shippers.\*  
The Security Ele. Co., receivers, shippers milo kafir.\*  
Union Grain Co., grain merchants.\*

### INDIANAPOLIS, IND.

Board of Trade Members.

Belt Elevator & Feed Co., receivers and shippers.\*  
Bingham-Hewett-Scholl Co., grain merchants.\*  
Boyd Grain Co., Bert A., strictly brokerage & com.\*  
Cleveland Grain Co., grain commission.\*  
Evans Grain Co., W. R., commission and brokerage.\*  
Goldberg Grain Co., consignments.\*  
Hayward-Rich Grain Co., grain commission.\*  
Hill Grain Co., The Lew, commission & brokerage.\*  
Hoosier Grain Co., consignments only.\*  
Kinney Grain Co., H. E., receiver and shipper.\*  
McCardle-Black Co., grain merchants.\*  
Menzie Grain & Bkg Co., Carl D., grain commission.\*  
Merchants Hay & Grain Co., hay, grain, mill feed.\*  
Minor & Son, B. B., grain consignments solicited.\*  
Montgomery & Tompkins, receivers and shippers.\*  
Sawyers Grain Co., consignments.\*  
Shotwell & Co., C. A., grain and hay.\*  
Urmston Grain Co., receivers and shippers.\*  
Witt, Frank A., grain commission and brokerage.\*

### JACKSON, MICH.

Bartlett & Co., J. E., feed, grain, salvage.\*  
Stockbridge Elvtr., track buyers, sellers, gr. & sds.\*  
Wagner-White Co., track buyers-sellers, grain-feed.\*

### JACKSON, MISS.

Aviston Flour Co., feed mfrs. whl. flour, grain.\*  
Brittain & Co., P. L., mer. bkrs., dhrs. hay, gr., mill pdts.\*  
Green, R. H., whlse. grocers, pdce, grain, mill feed.\*  
Nall & Co., A. S., grain brokers.\*  
Royal Feed & Mfg. Co., mixed feed mfrs.\*

### JASPER, ALA.

Aeuff, J. D., buyer white milling corn.\*  
Robins, J. H., grain, hay, feed, flour broker.\*

\*Member Grain Dealers National Association.



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## KANSAS CITY, MO.

### Board of Trade Members.

Addison Grain Co., consignments.  
Beyer Grain Co., consignments and mill orders.  
Bruce Bros. Grain Co., consignments.  
Christopher & Co., B. C., kafir, feterita, milo.\*  
Croysdale Grain Co., grain commission.  
Davis Grain Co., A. C., grain commission.  
Denton Kuhn Grain Co., consignments.\*  
Dilts & Morgan, consignments.\*  
Ernst Davis Grain Co., commissions.\*  
Federal Grain Co., receivers, shippers.\*  
Fisher Grain Co., C. V., receivers & shippers of grain.\*  
Frisco Elevators Co., grain merchants.\*  
Goffe & Carkener, receivers and shippers of grain.\*  
Hall-Baker Grain Co., consignments.\*  
Hinds Grain Co., The, receivers, shippers.\*  
Hipple Grain Co., feterita, kafir, milo.  
Larabee Flour Mills Corp., The, mfrs. "Larabee Best."  
Masters Brokerage Co., H. S., flour, millfeed, grain.  
Mensendieck Grain Co., consignments.\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., receivers and shippers.\*  
Nellis-Witter Grain & Mfg. Co., grain and feed.\*  
Norris Grain Co., grain merchants and exporters.  
Orthwein Matchette Co., consignments, buying orders.\*  
Parker Corn Co., corn, oats, kafir, milo.\*  
Roehen Grain Co., E. E., consignments.  
Root Grain Co., consignments and futures.\*  
Shannon Grain Co., consignments.  
Stevenson Grain Co., buyers and sellers.\*  
Terminal Elevators, receivers, shippers.\*  
Twidale-Wright Grain Co., consignment futures.  
Thresher Fuller Grain Co., grain commission.\*  
Western Grain Co., shippers (a specialty).\*

## KNOXVILLE, TENN.

Davis & Susong Co., hay, grain, feed.\*  
Levy & Co., R. T., merchandise and grain brokers.  
Security Mills & Feed Co., flour and feed.\*  
Smith & Co., J. Allen, flour, meal, feed.\*

## LAKE CHARLES, LA.

Beatty Brokerage Co., grain brokers.\*

## LITTLE ROCK, ARK.

### Grain Exchange Members.

Cunningham Commission Co., grain, corn products.\*  
Caple & Stockton, hay, grain, feed.  
Cochran Co., H. K., grain dealers.  
Daniel Mill & Elevator Co., Joe, grain, hay, feed.  
Darragh Company, hay, grain, mixed feeds.\*  
Davis, S. P., dealer, consignments.  
Farmer Co., L., brokers, hay, grain, mill feed.\*  
Gordy Co., C. L., grain broker, hay, grain, mill feed.  
Hayes Grain & Commission Co., dealers in grain, hay.  
Munn Brokers Co., grain, hay, mill feed.\*  
Niemeyer Grain Co., George, grain, hay, mill feed.\*  
Weinmann Milling Co., grain, hay, mixed feeds.  
Wilson Co., John R., grain brokers.  
Wilson & Co., hay, grain, feed brokers.

## LIMA, O.

Riddle & Co., T. P., hay and grain.

## LOUISVILLE, KY.

### Board of Trade Members.

Bingham-Hewett Gr. Co., receivers-shippers of grain.\*  
Edinger & Co., grain, hay, flour.  
Farmer & Sons, Oscar, hay, grain and feeds.\*  
Kentucky Public Elevator Co., stores and shippers.  
Schuff & Co., A. C., specialty white mlg. corn, wh.  
Verhoeff & Co., H., receivers and shippers.\*  
Zorn & Co., S., receivers and shippers.\*

## LYNCHBURG, VA.

Moon-Taylor Co., grain and hay brokers.\*

## MEMPHIS, TENN.

### Merchants Exchange Members.

Anderson, Embrey E., grain, hay, ear corn specialty.\*  
Brown, Walter M., broker & com., consignments.\*  
Buxton, E. E., broker and commission merchant.\*  
Bluff City Grain Co., all grains, oats a specialty.\*  
Cereal Byproducts Co., everything for mixed feeds.  
Clark-Burke & Co., grain and hay.\*  
Cook, L. P., receiver and shipper.  
Davis & Andrews Co., grain, mixed feed.\*  
Denyven & Co., brokers and commission.\*  
Edgar-Morgan Co., mixed feed manufacturers, grain.  
Hasenwinkle, H. J., consignments.  
Horton & Co., J. B., grain dealers.  
International Sugar Feed No. 2 Co. mfrs. swt. mx. fd.  
Jones, Lee D., grain dealers.\*  
Lovitt & Co., L. B., cotton seed and peanut products.  
Marks & Anderson, wholesale grain, hay, mixed feed.  
Memphis Milling Co., high grade mixed feed.\*  
National Brokerage Co., flour, grain, feed brokers.\*  
Mississippi Elevator Co., grain dealers, feed mfrs.\*  
Nessly Co., J. L., broker, com., alf. meal, molasses.\*  
Patterson & Co., G. E., mfrs. mixed feed, grain.\*  
Pease & Dwyer, grain, mixed feed.\*  
Riverside Elevator & Warehouse, broker & whse/man.  
Royal Feed & Milling Co., mixed feed manufacturers.  
Scruggs-Robinson Co., brok. com. mer., consignments.\*  
Sessum Coal & Grain Co., grain, mixed feed.  
Stout-Hunt Milling Co., flour and corn meal.  
Tate & Co., J. E., wholesale grain dealers.  
U. S. Feed Co., grain, hay, mill feed.\*  
Wade & Sons, Inc., John, grain, feed, flour.\*

## MERCER, MO.

Alley Grain Co., oats, corn, wheat, seeds.\*  
Alley, A. A., dealers & broker, grain and seeds.

## MERIDIAN, MISS.

### Board of Trade Members.

Anderton & Co., W. A., whole brokers, gr., hay, fd.  
Elkin-Henson Grain Co., gr. mxd. fd., hay, ctn. sd. pts.  
George Co., The A. H., grain dlr., mxd. fd. mfrs.\*  
Gibson Brokerage Co., J. A., grain & mdse. brokers.  
Harris, John K., grain and mdse. broker.  
Hayward & Scott, grain brokers & mfrs. agents.  
Lyle Grocery Co., The Tom, who. gro., grain & hay.  
Lyon & Co., A. J., whole gro., grain, feed.  
Meridian Grain & Elvtr. Co., gr. dlr., mxd. fd. mfrs.  
Meyer Bros., wholesale groc., grain, feed.  
Smith Brokerage Co., grn., gr. pdts., hay, ctn., sd. pts.  
Sturgis Co., grain dealers, mixed feed mfrs.\*  
Threefoot Bros. & Co., whole grain, feed, flr., gro.  
Snowden Com. Co., grain, hay, rice brokers.  
Tutt Grain Co., J. B., grain, fd., ctn. sd. pdts., dlr.  
Queen City Feed Co., grain, hay, flour, corn meal.  
Winner-Klein & Co., whole gro., grain, feed.

## MIDDLETOWN, CONN.

Meech & Stoddard, Inc., grain, feed, hay, flour.\*

## MILWAUKEE, WIS.

### Chamber of Commerce Members.

Bacon Co., E. P., grain and seed.\*  
Franke Grain Co., feeds, grain, hay.  
Godfrey-Blanchard Co., grain receivers.\*  
Kamm Company, P. C., barley and rye.\*  
Quinn Shepherdson Co., receivers & shippers.  
Rankin, M. G., & Co., grain and feed.  
Rialto Elvtr. Co., grain receivers and shippers.\*  
Taylor & Bourmque Co., grain merchants.\*  
Thayer & Co., C. H., receivers & shippers.\*

## MINNEAPOLIS, MINN.

### Chamber of Commerce Members.

Banner Grain Co., grain receivers.  
Benson, Staback Co., grain commission.\*  
Cargill Commission Co., grain commission.  
Carter, Sammis & Co., grain commission.  
Cereal Grading Co., grain merchants.\*  
Chambers-Mackay Co., screenings & mill feed.  
Dalrymple Co., William, grain commission.\*  
Davies & Co., F. M., grain commission.\*  
Gee Grain Co., G. E., receivers and shippers.  
Getchell-Tanton Co., grain commission.  
Godfrey-Blanchard Co., grain receivers-shippers.\*  
Gould Grain Co., receivers and shippers.\*  
Hankinson & Co., H. L., grain commission.  
Lewis & Co., Chas. E., consignments.\*  
Malmquist & Co., C. A., receivers & shippers.  
Marfield Grain Co., grain commission.\*  
McCaull Dinsmore Co., consignments solicited.\*  
Quinn-Shepherdson Co., receivers and shippers.  
Scroggins Grain Co., corn and oats.\*  
van Dusen-Harrington Co., grain merchants.\*  
Welch Co., E. L., mill oats & screenings.  
Wernli-Anderson Co., grain commission, screenings.  
Woodward Newhouse Co., grain merchants.  
Zimmerman, Otto A., barley and oats my specialty.

## MOBILE, ALA.

Butler & Clark, mdse., grain, ctn. sd. pdts., brokers.  
Cleveland Co., Frank, bkrs. & com. merchants.  
Hopper & Co., H. M., grain, mldfs., hay brokers.\*  
King & Co., John R., bkrs., grn., mldfs., hay, beans.  
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Minnis & Co., A. R., bkrs., grain, feed, ctn. sd. pdts.  
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Ziliak & Schafer Mlg. Co., grain & gr. pdts., feed.  
Zimmern's Co., J., mxd. fd. mfrs., dlr., grain & hay.

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American Mlg. & Feed Co. mfrs. crn. ml., gr. dl. fd.  
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Lutz & Co., E. G., bkrs., grain, feed, flour, mdse.  
Mitchell & Co., Chas. E., dlr., hay, grain, cow peas.  
Richardson Co., O. A., grain, feed, flour brokers.  
Shank & Copeland, bkrs., grain, fd., flr., hay, mill pdts.  
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Richeson Co., Inc., W. L., expt. shpg., fgt. bkg. & fg.\*  
Rodd & Co., Chas. M., gr. brokers & fwdg. agents.\*  
Rogers, James M., grain brokerage & forwarding.\*  
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Oklahoma Export Co., grain commission.\*  
Okla. City M. & E. Co., grain merchants, millers.\*  
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Slick, L. E., consignments solicited.  
Turner Hudnut Co., receivers and shippers.\*  
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Worth-Cyles Grain Co., grain commission.



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Bonacker Bros., bkrs., gr., hay, feed, flr., etn. sd. pts.  
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Gonzalez Co., The M. F., gr., hay, feed, mfrs. crn ml.  
Jones & Co., B., grain, hay, flr., mill feed brokers.  
Meador & Co., W. M., mdse. & grain brokers.  
Wagenheim Co., The I. E., bkrs. mdse., gr., shorts, bn.  
Wolff, I., mdse., grain, feed broker.

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Lemont & Son, E. K., hay, grain, millfeed.  
Miller & Sons, L. F., grain, seeds, hay.\*  
Richardson Bros., grain, flour, millfeeds.\*  
Richardson, Geo. M., grain and feeds.\*  
Rogers & Co., E. L., hay, straw, grain, feed.\*  
Smith, Monroe A., grain and feeds.  
Taylor & Bournique Co., grain merchants.\*  
Young & Co., S. H., wheat, corn, oats.

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Hardman & Heck, grain, hay, millfeed.\*  
Heck & Co., W. F., grain, hay, millfeed.\*  
Herb Bros. & Martin, grain and hay.  
McCague, R. S., grain, hay.  
Taylor & Bournique Co., grain merchants.\*  
Walton Co., Samuel, grain and hay.\*  
Young & Fisher, brokerage and commission.\*

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Marshall Hall Grain Co., consignments solicited.\*  
McKee Lindley & Dunn Grain Co., commission.  
Sloan Simmons Grain Co., consignments.\*  
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Paliard-Messmore Grain Co., recvrs. grain, hay, seeds.  
Bushfield Grain Co., receivers and shippers.  
Dreyer Commission Co., feeding stuffs, grain, seeds.\*  
Elmore Schultz Gr. Co., receivers and shippers grain.\*  
Goffe & Carkener Co., grain commission.\*  
Graham & Martin Grain Co., grain commission.\*  
Ichtertz & Watson, grain, seeds and hay.\*  
Marshall Hall Grain Co., grain commission.\*  
Langenberg Bros. Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*  
Picker & Beardsley Com. Co., grain and grass seed.\*  
Powell & O'Rourke, corn a specialty.  
Thurnau Grain & Feed Co., Arnold A., grn., fd., scrngs.\*  
Toberman, Mackey & Co., grain, hay, seeds.\*  
Turner Grain Co., grain commission.

### SELMA, ALA.

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Campbell & Co., McD., brokers gr., flr., mdx. fd., hay.  
Crandell, H. F., merchandise & grain broker.  
Hooper, Son & Coleman, mdse., grain, flour brokers.  
Ross, Rivers F., merchandise & grain broker.

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Slaughter Burke Grain Co., receivers, shippers.\*  
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Southworth & Co., grain and seeds.\*  
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Young Grain Co., grain receivers, shippers.  
Zahn & Co., J. F., grain seeds.\*

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Indian Milling Co., mixed feed mfrs.  
Rosenbush Brokerage Co., grain, feed, flour, mdse.  
Southern Grain Co., grain, hay, mfrs. corn meal.

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Dahnke-Walker Milling Co., milling, grain, feed.\*  
Howell Grain & Feed Co., grain and feed.

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Clark Burd Grain Co., consignments.\*  
Clark Grain Co., C. M., all kinds grain and feed.  
Craig Grain Co., J. W., consignments and mill orders.  
Groth, Samuel C., milling wheat and feed.  
Hayes Grain Co., John, Okla.-Kan. wheat for mills.  
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Kansas Milling Co., millers and grain merchants.\*  
Kelly Grain Co., Edward, grain and mill feed.  
Koch Grain Co., Geo., milling wheat.  
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Advertising must first attract, then interest, and finally convince. Keep advertising and the country shipper will give you the preference.



# MEMPHIS

is the gateway to the mixed feed consuming territory of the Southeast, while on the other hand it is admirably located to draw grain from the large grain raising sections of the Middle West and Southwest. This location, which is served by 12 trunk line railroads and the great Mississippi river, has greatly aided Memphis merchants in developing the feed manufacturing industry.

If there is further information you desire regarding this market, and how it can be of service and profit to you in the handling of your grain shipments, get in touch with any of these Merchant Exchange Members. They will gladly give you more Memphis Facts.

John Wade & Sons, Inc.  
Grain, Feed, Flour

Bluff City Grain Co.  
All Grains, Oats a Specialty

Davis & Andrews Co.  
Grain, Mixed Feed

Edgar-Morgan Co.  
Mixed Feed Mfrs., Grain

L. P. Cook  
Receiver and Shipper

J. B. Horton & Co.  
Grain Dealers

U. S. Feed Co.  
Grain, Hay, Millfeed

Lee D. Jones  
Grain Dealer

Scruggs-Robinson Co.  
Broker, Com. Merchant, Consignments

Pease & Dwyer  
Grain, Mixed Feed

International Sugar Feed No. 2 Co.  
Mfrs. Sweet Mixed Feed

Walter M. Browne  
Brokers and Commission, Consignments

Marks & Anderson  
Wholesale Grain, Hay, Mixed Feed

Riverside Elevator & Whse.  
Broker and Warehouseman

Sessum Coal & Grain Co.  
Grain, Mixed Feed

J. L. Nessly Co.  
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Memphis Milling Co.  
High Grade Mixed Feeds

Cereal Byproducts Co.  
"Everything for Mixed Feeds"

Embry E. Anderson  
Grain, Hay, Ear Corn a Specialty

Stout-Hunt Milling Co.  
Flour and Corn Meal

G. E. Patteson & Co.  
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L. B. Lovitt & Co.  
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Mississippi Elevator Co.  
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Clark-Burkle & Co.  
Grain and Hay

H. J. Hasenwinkle  
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Denyven & Co.  
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Members**BENSON STABECK C<sup>o</sup>.  
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MEMBERS NEW YORK STOCK EXCHANGE  
and all Grain Exchanges**BANNER GRAIN CO.**  
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MINNEAPOLIS and DULUTH**SHEFFIELD ELEVATOR COMPANY**  
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Ask for Samples of Milling Wheat, Feed and  
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handlers in the West. Also shippers of  
Choice Milling Wheat, Oats,  
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GODFREY-BLANCHARD COMPANY  
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SHIPPERS AND CONSUMERS**CORN -- OATS -- BARLEY -- RYE**  
For Prompt Shipment in any  
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**The HARRINGTON CO.**  
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YOUR CONSIGNMENTSSTRICTLY  
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MILWAUKEE

MINNEAPOLIS

DULUTH

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Minneapolis, Minn.**Shipping Notices Duplicating**are designed for use by country grain shippers in advising receivers of shipments,  
giving complete information regarding each car. The carbon copy remaining in the  
book gives shippers a ready reference for each load.The form shows the grade, kind and weight of grain loaded into car—initials and number, with seal num-  
bers, at..... station, on..... date; billed shipper's order, notify..... draft for \$.....  
made thru..... bank of..... to apply on sale of..... bushels made.....Printed on white bond originals, perforated so they may be easily removed without tearing, and  
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MINNEAPOLIS DULUTH**Your Opportunity**is here. Now is the time to  
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# NASHVILLE

## The Largest Grain Sacking Market In the Country

Located in the center of Tennessee, and with a grain storage capacity of 4,200,000 bushels, Nashville is the distributing point for the great Southeast.

Nashville has a well organized Grain Exchange whose members have an enviable reputation for square dealing. Its Inspection Department has a national reputation for unbiased, careful and accurate grading.

On account of the large local demand—by flour and feed mills—and in the territory the market caters to, the Grain Exchange members listed below earnestly solicit your shipments of grain. You'll be pleased with results.

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THE GILLETTE GRAIN CO.,  
Operators steel elevator.

J. R. HALE & SONS,  
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HERMITAGE ELEVATOR & WAREHOUSE  
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CHAS. D. JONES & CO.,  
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LIBERTY MILLS,  
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NASHVILLE GRAIN & FEED CO.,  
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Grain and feeds.

W. R. TATE,  
Receivers and shippers.

TENNESSEE GRAIN CO.,  
Receivers and shippers.

JOHN A. TYNER & CO.,  
Corn, wheat, oats, seeds.

J. H. WILKES & CO.,  
Grain, flour, feeds.

R. H. WORKE & CO.,  
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Grain Exchange  
Members

## SIOUX CITY

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**Terminal Grain Corporation**  
RECEIVERS and SHIPPERS  
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SIOUX CITY, IOWA

**SLAUGHTER-BURKE GRAIN CO.**  
RECEIVERS—SHIPPERS  
SIOUX CITY, IOWA SIOUX FALLS, S. DAK.  
*Get Our Quotations on Corn  
and Oats*

**If you have  
a good thing**

**Tell the Grain Dealers—  
They'll do the rest—**

Advertising is the quickest  
and best way—but it must be  
the right kind of advertising.

If you have spent your good  
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sults, it's a case of wrong article  
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With Your Shipments**  
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ularly use the advertising pages of the GRAIN DEALERS JOURNAL.



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## Why

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Milwaukee at all times has a big, broad market for all grains.

Its shipping facilities are the best on the Great Lakes and its harbor is the most secure and ample.

Its industrial consumption provides an active demand all the year.

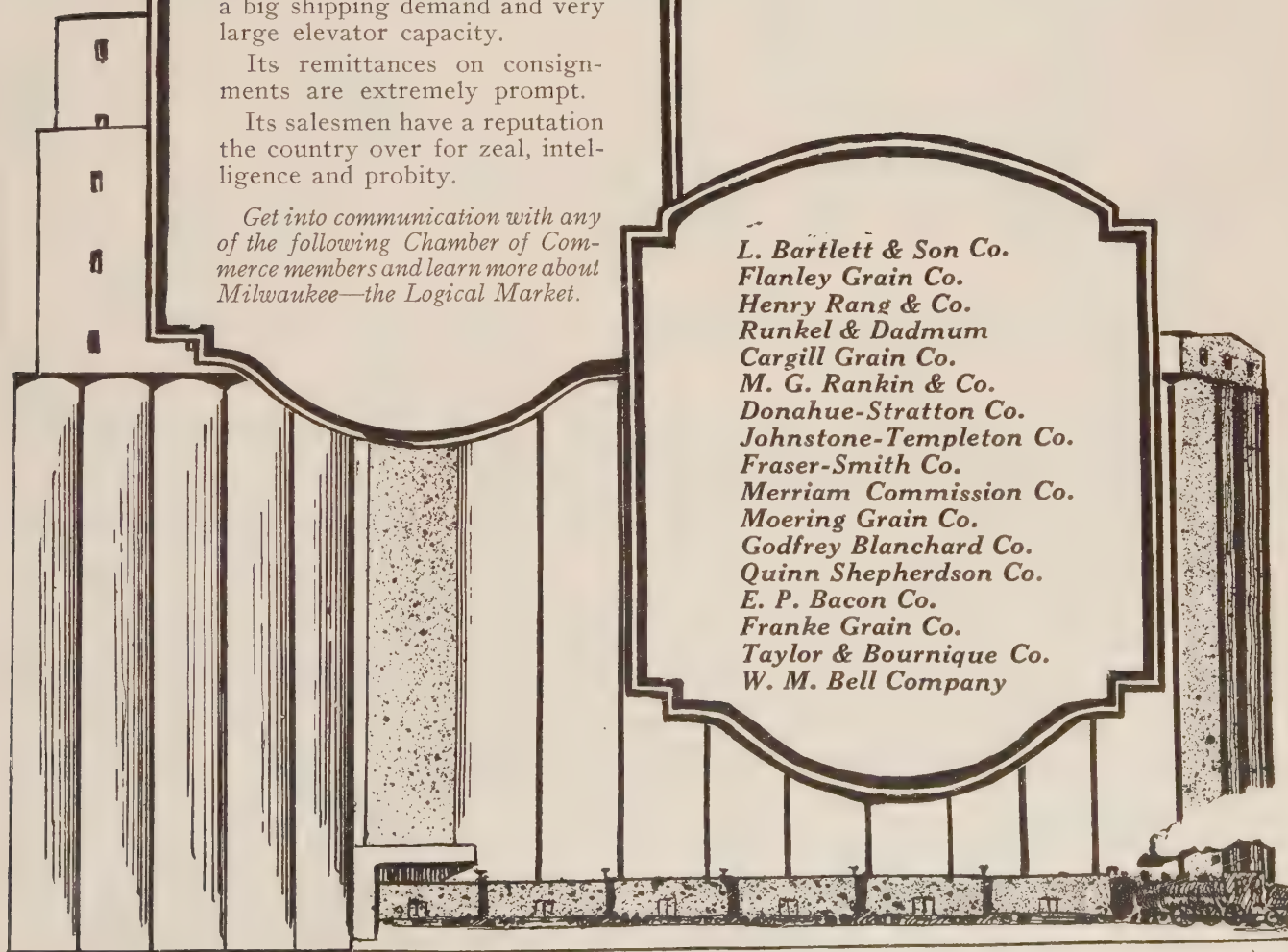
It offers a premium over other markets in competitive territory for consignments, because it has a big shipping demand and very large elevator capacity.

Its remittances on consignments are extremely prompt.

Its salesmen have a reputation the country over for zeal, intelligence and probity.

*Get into communication with any of the following Chamber of Commerce members and learn more about Milwaukee—the Logical Market.*

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Flanley Grain Co.  
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# DENVER

You can learn more about this paramount service by getting into communication with any of the Grain Exchange Members listed here. They welcome all inquiries.

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Wholesale Grain and Beans  
**CRESCENT FLOUR MILLS, THE**

We buy Wheat, Corn, Oats, Beans, etc.  
**DENVER ELEVATOR**

We buy and sell Grain of all kinds,  
also Beans.

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Dealers in Wheat, Corn, Oats, Rye and  
Barley.

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Receivers and shippers of all kinds of  
Grain.

## McCAULL-DINSMORE CO.

Grain—Wholesaler and Commission.

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Think O'Donnell when you think Grain  
—whether you buy, sell or consign

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and Barley.

## SUMMIT GRAIN & COAL CO., THE

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We always buy and sell.

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Buyers and sellers of all kinds of Grain

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Matchless Service

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101-102 Board of Trade

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Cochran Co., H. K., Grain dealers	Munn Brokerage Co., Grain, hay, mill feed
Daniel Mill & Elevator Co., Joe, Grain, hay, feed	Niemeyer Grain Co., George, Grain, hay, mill feed
Darragh Company, Hay, grain, mixed feeds	Weinmann Milling Co., Grain, hay, mixed feeds
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7-8 Board of Trade

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Kafir and Milo**STEVENSON GRAIN CO.**

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Prompt and Careful Attention Given Consignments

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Shippers (a Specialty)

**MILL FEED and FLOUR**  
Natural Feeding and Milling Corn, Oats,  
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Bulk or Sacked.

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SIX MILLS—13,500 barrels capacity—all catering to the popular demand

ELEVATOR CAPACITY 3,000,000 BUSHEL

Milling Hard and Soft Wheat

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**We Handle  
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Consignments and Future Trades Solicited  
*The last word in  
Consignment Service*

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Tell them so. The GRAIN DEALERS JOURNAL  
reaches them.

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KANSAS CITY, MO. **CONSIGNMENTS—PERSONAL SERVICE** ST. JOSEPH, MO.

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There are excellent reasons for Pittsburgh's ascendancy to its present lofty position in the world of business. The United States knows no greater city of industry, with the corresponding adequacy of its transportation facilities. Its railroads give it competitive service to all parts of the country. Nature gave it the water connection with the entire Mississippi Valley. Millions of people live in the territory naturally tributary to Pittsburgh, and look to it for their needs.

There is one simple reason why Pittsburgh should stand head and shoulders above all as an advantageous market for grain and hay shipments. The rocky and mountainous country of Western Pennsylvania precludes large or extensive raising of forage crops. Feed must be brought in constantly.

Pittsburgh has something of promise to offer every grain and hay shipper in the Central West. Better returns, more satisfactory service, and larger profits. Try "Billing it to Pittsburgh." You may be sure of fair and courteous treatment from any of the following members of the Grain and Hay Exchange.

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**C. A. Foster Co.**  
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Place your name and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.



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Established 1892

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Future Orders Carefully Executed

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Try us—we are excellently equipped to sell your "To Arrive" or Consigned Grain.

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CHICAGO

Good Execution Keeps Customers  
Keeping Customers is Our Business**W. G. PRESS & CO.**

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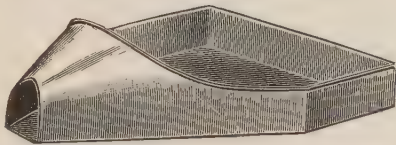
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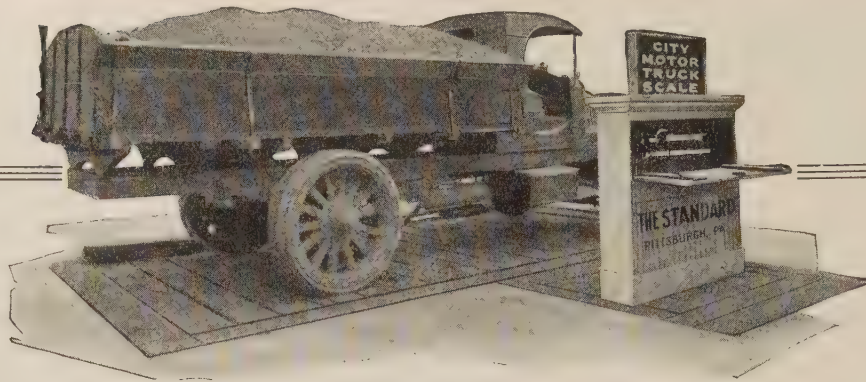
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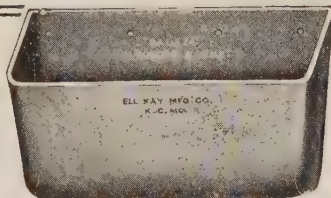
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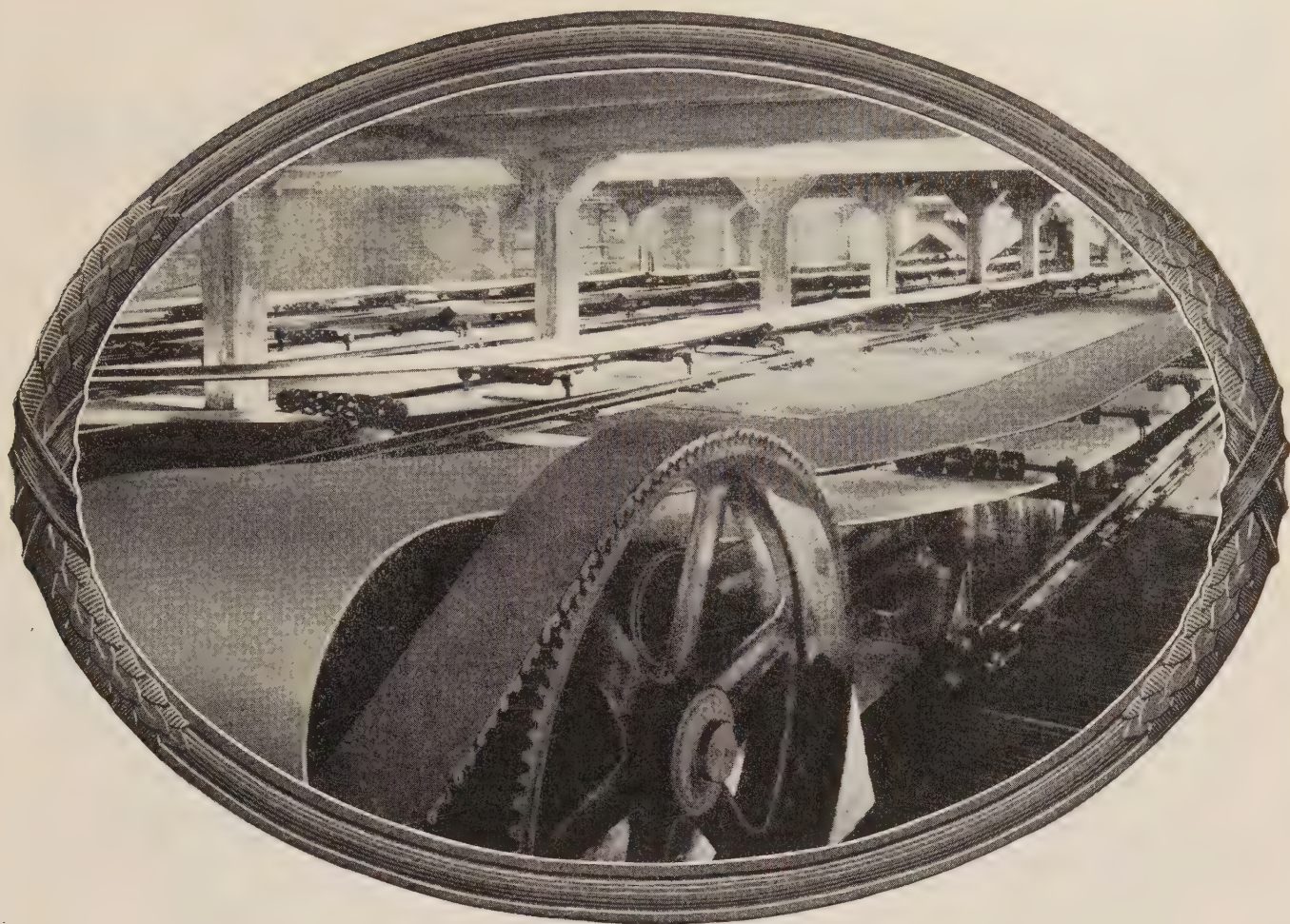
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Grain Dealers Journal, 305 So. La Salle St., Chicago





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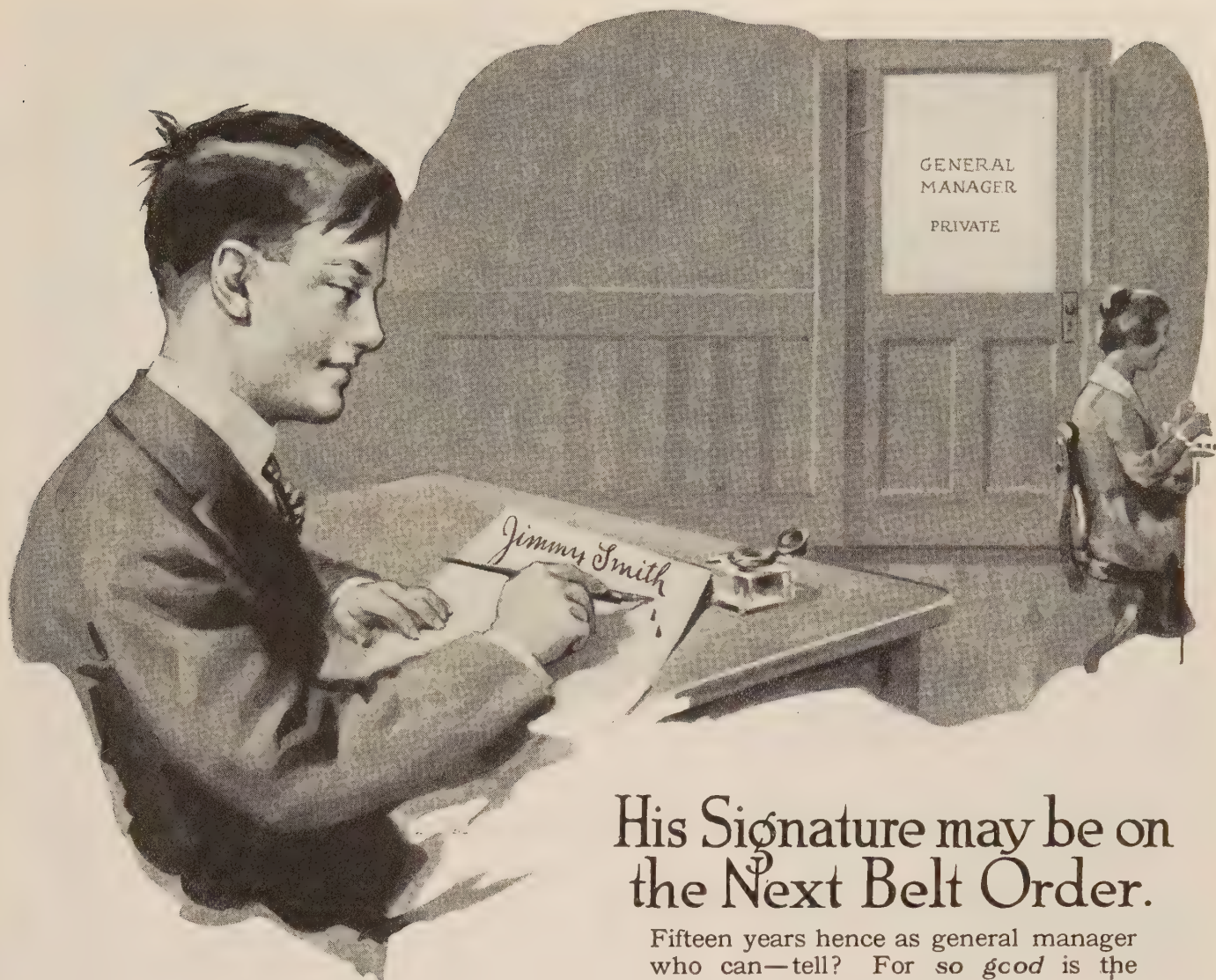
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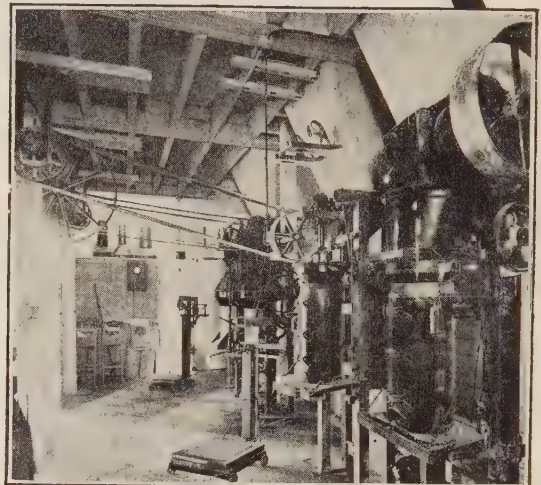
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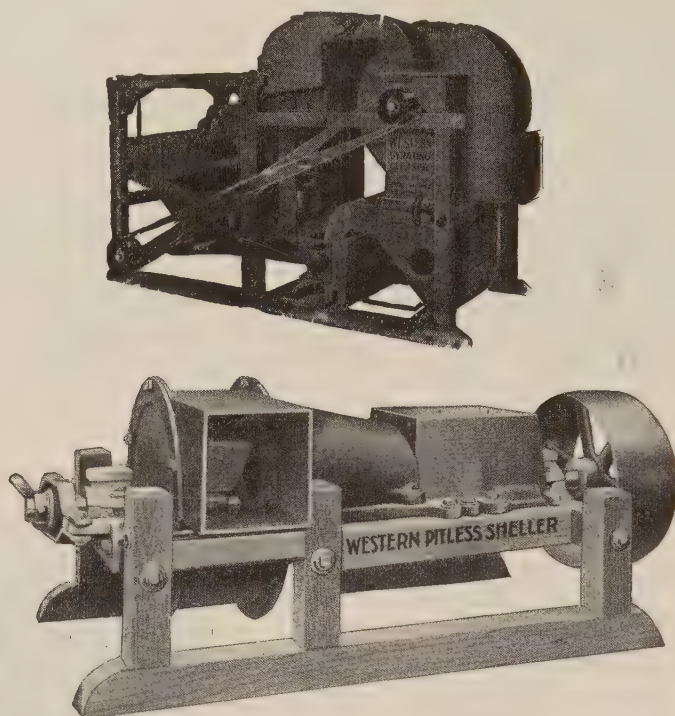
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The cost of the suit has increased 20 dollars.

The freight on it has increased only 5½ cents.

Other transportation charges enter into the cost of the finished article—carrying the wool to the mills and the cloth to the tailors—but these other charges amount to but a few cents more.

The \$10 pair of shoes that used to sell for \$5 goes from the New England factory to the Florida dealer for a freight charge of 5½ cents—only one cent more than the pre-war rate.

Beef pays only two-thirds of a cent a pound freight from Chicago to New York.

American freight rates are the lowest in the world.

A given unit of any commodity will buy more transportation now than it ever did before in the history of the country. A ton of steel or a bushel of wheat will buy more transportation now than ever before.

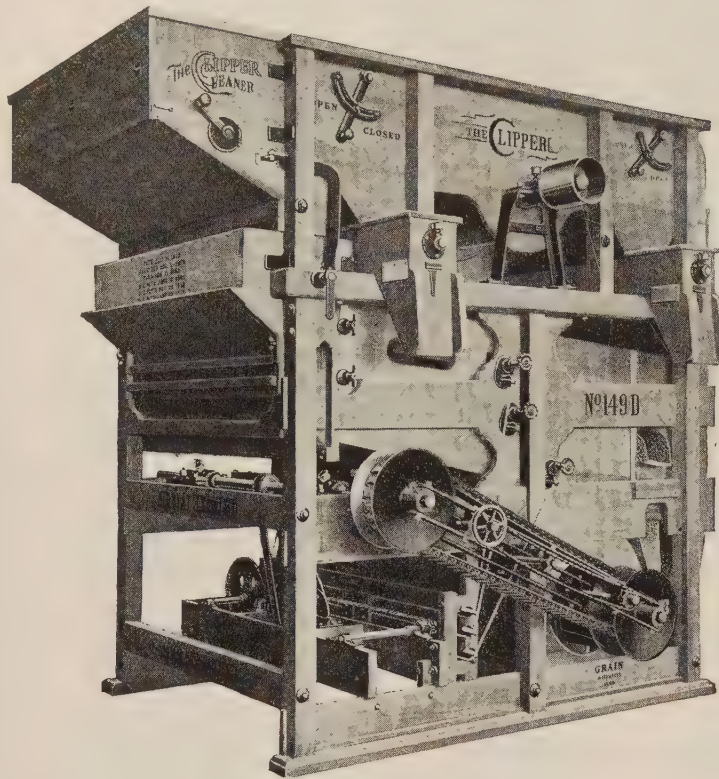
Walker D. Hines  
Dir. Gen'l of Railroads

## *This advertisement is published by the Association of Railway Executives*

*Those desiring information concerning the railroad situation may obtain literature by writing to the Association of Railway Executives, 61 Broadway, New York*



## The "CLIPPER" DOUBLE SUCTION GRAIN CLEANER



No other machine has as many wonderful TIME SAVING and LABOR SAVING devices as the Clipper Cleaners. Skilled labor is daily becoming more difficult to secure. Every move, every minute saved will enable you the more easily to take care of your business.

The Variable Air Regulator enables you to secure any desired degree of air blast without any annoying changes of pulleys or shifting of belts. A simple turn of the wheel does the trick.

Our Double Screen System permits the oats screen and the wheat screen to be left constantly in the shoe. The grain is shifted by means of a gate onto the screen it is desired to use.

Our Traveling Brush System keeps the screens from clogging and the machine working at its highest efficiency ALL THE TIME.

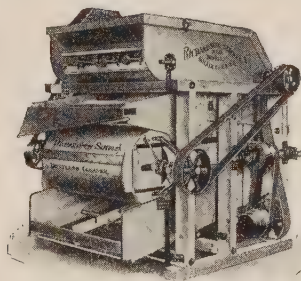
Ball Bearings on Exhaust Fans reduce friction, eliminate hot bearings and save power.

The yearly balance sheet of the user of Clipper Cleaners shows that it pays to have the best that can be procured in the line of grain or seed cleaning machinery.

*Write for catalog*

**A. T. FERRELL & CO.**

**Saginaw, W. S., Mich.**



## THE Dustless SIMPLEX

**Changes Personal Discomfort in  
Efficient Grain Cleaning into  
A REAL PLEASURE**

Wheatland, Wyo., April 9, 1919.  
RICHARDSON GRAIN SEPARATOR CO.,  
Minneapolis, Minn.

Gentlemen:—

We are so well satisfied with the work of the No. 2-60-Richardson Simplex Grain Separator we bought from you in January for our elevator at Wheatland, Wyoming, that you may book our order for a No. 3-70-Simplex to be shipped to us at Slater, Wyoming, about July 1st, 1919.

The workmanship, material used in their construction and the class of work they do put the Richardson Simplex Cleaners in a class by themselves.

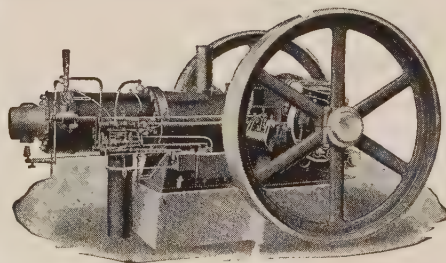
Had we had our elevators equipped with these cleaners at the beginning of the season they would more than have paid for themselves the first year.

We certainly would advise anyone intending to build an elevator to look over the Richardson Simplex Cleaners before placing an order for any other make, for they have the capacity and deliver the goods. Yours truly,

MANNING ELEVATOR CO.,  
By S. Manning, Mgr.

**IT'S UP TO YOU TO WRITE!**

**RICHARDSON GRAIN SEPARATOR CO.  
MINNEAPOLIS, MINN.**



## Real Power—

the kind that you can depend upon at all times is the kind of power you want. And you want this kind of power as cheap as you can get it. The MUNCIE OIL Engine for many years has been giving satisfactory service in hundreds of country elevators. It should be in yours. Here are a few

### Reasons Why

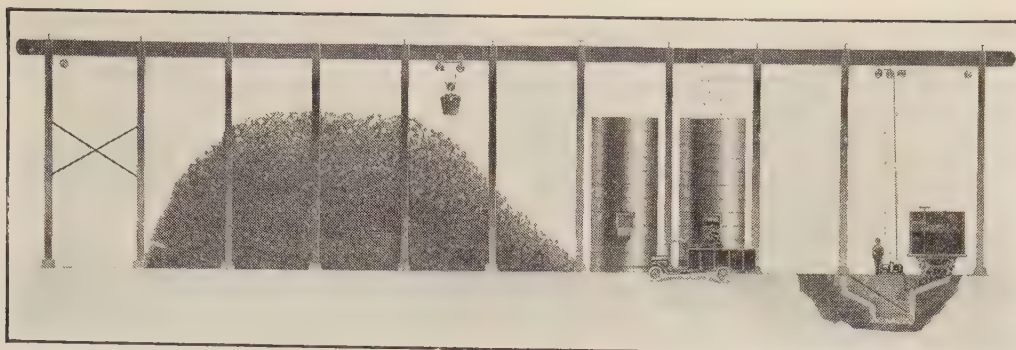
Lower Fuel Cost  
Closer Regulation  
No Shut-downs  
More Power

Steadier Power  
Greater Reliability  
Fewer Repairs  
Lower Upkeep

*Write for proof of facts.*

**MUNCIE OIL ENGINE CO.**  
518 JACKSON STREET  
MUNCIE, IND.





# Old Way 60c a Ton Godfrey-Way, 5 Cents

Listen to this from a "Gentleman from Indiana"—

"My family has been in the coal business here for three generations, but **this generation** has a brand new plant, with a Godfrey Conveyor which we started Oct. 11, 1918. In that time it has handled 6,000 tons at an average cost of  $3\frac{1}{2}$ c for labor and  $1\frac{1}{2}$ c for electricity,—a total of 5c a ton.

"Before this rig was put in, we used to unload cars with one horse wagons, and then shoveled from wagons to bins—and out again. That would cost 60c a ton today.

Weekly sales the old way—46 tons; new way has already increased to 74 tons; and it will go a lot higher in 1920. In spite of strike it was 74 up to February 1 and in ten months exceeded previous 12 by 186 tons.

Friends, the "Gentleman from Indiana" isn't a bit better situated than you are. In fact, his rig presented quite a problem, as we had to go up in the air 38 ft., and build a runway 220 ft. long to get into his yard.

Let's have an earnest chat about your problem. If you are nearby come to Elkhart. If distant we'll talk it over by letter, and when the time comes, send one of our engineers — without any obligation on your part.

"Demurrage bills 1917-1918 exceeded \$100.00. None of that now.

"It used to be an all day job to take care of a 10 or 12 ton order. Now, with our new dump wagons and the Godfrey Conveyor, we load and deliver 12 tons 8 or 10 squares in 3 hours, only 30 minutes of which is actual loading time at our yard; the rest being hauling and unloading. Have delivered 25 to 35 tons a day, 6 and 7 squares, common wagon and team.

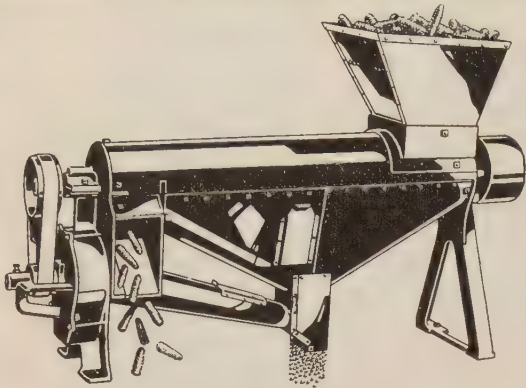
"Repairs in 15 months \$12.15. Gross earnings nearly \$3,300 beside profit on about 1,300 tons increased business which we could never have handled the old way under existing labor conditions.

"Pretty poor investment—eh?"

## GODFREY CONVEYOR COMPANY

Elkhart, Indiana, U. S. A.





Style A Triumph Corn Sheller

## NO WOOD IN TRIUMPH CORN SHELLERS

Triumph Corn Shellers are built entirely of iron and steel. There is no wood to warp or crack. They are built for endurance and have endurance, for hundreds of them have shelled corn for twenty years and more, and are still going strong.

If you want a dependable sheller — get a Triumph. It will pay.

Bulletin upon request.

**THE C.O. BARTLETT & SNOW CO.**  
Main Office and Works: Cleveland, Ohio.

## DOCKAGE TESTER

Adopted by  
U. S. GOVERNMENT

Present conditions demand accuracy in testing grain—your profits depend upon your tester. Don't take chances with experiments or guess.

### THE EMERSON

is no experiment. It is used by all officials who must times and under

Can Be  
Furnished  
with Motor Drive

### NEW KICKER

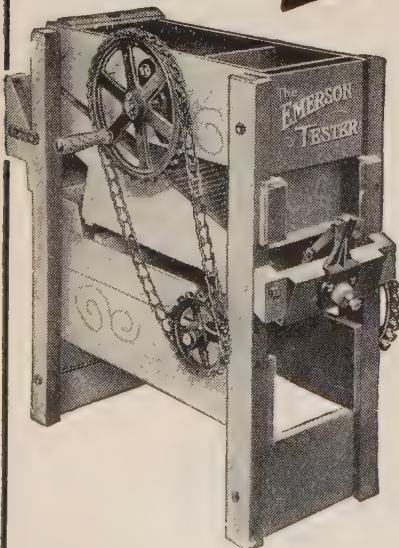
used by all grain men have accuracy at all conditions.

## 10,000 KICKERS

are now in use—the Government uses over 100—Line, Independent and Farmers Elevators all over find the Emerson dependable and a sure enough arbiter between seller and buyer on any dockage dispute.

Write for pamphlet  
and particulars.

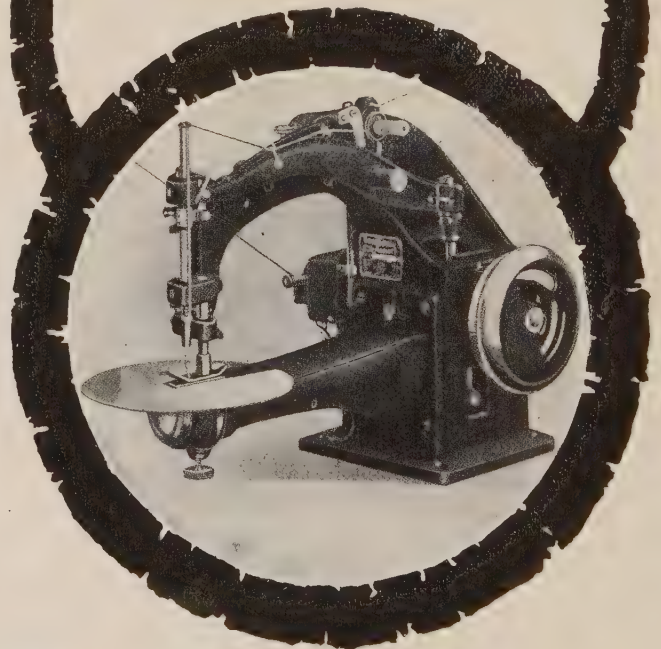
**Emerson Mfg. Co.**  
2819 Lyndale Ave. So.  
Minneapolis, Minn.  
Winnipeg, Can.



## UNION SPECIAL Power Sewing Machines

**T**HE most modern and economic method of patching bags is to use the **UNION SPECIAL BAG PATCHING MACHINE**.

**REMEMBER---** A patched bag is as serviceable as a new bag.



**UNION SPECIAL  
MACHINE CO.  
422 N. Franklin St.  
CHICAGO**



# Clark's Decimal Wheat Values

*A Book of Tables for Instantly Finding the Cost of Any Number of Pounds of Wheat, Alfalfa Seed, Peas or Potatoes at Any Market Value Per Bushel.*

These tables have recently been extended to give the exact value of any given weight of Wheat or other commodity weighing 60 lbs. per bushel at all prices—

## From 50 Cents to \$2.39 Per Bushel

Such tables are indispensable for Wheat handlers as they save their cost in labor and time saved and errors prevented. This book should be on every Wheat handler's desk.

Each table is printed in two colors, red and black, and each group of figures is divided by suitable red rules to facilitate the calculation. No other book of tables will give you these values so quickly. They will save you many hours of needless figuring. Compact, convenient and dependable.

They are printed on Linen Ledger paper bound in vellum so they should last for years. Form 33X. Price \$2.75.

***Order now and be prepared for this year's Big Crop***

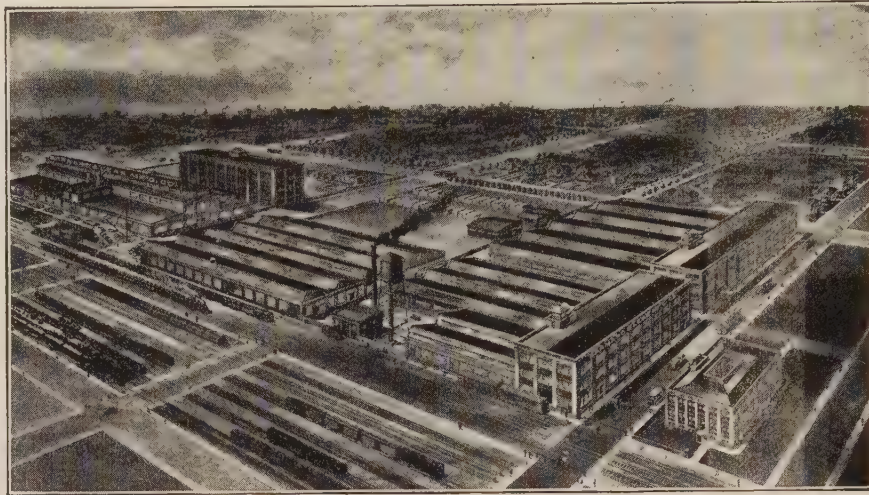
Address All Orders to the

## Grain Dealers Journal

305 So. La Salle St.

Chicago, Ill.





# You Will Reap

*The benefit of our sixty years' experience in  
the manufacture of High-Grade Feed  
Mill and Grain Elevator Machinery  
by installing the old reliable*

**BARNARD-MOLINE LINE**

---

You cannot afford to build a new  
Feed Mill or Grain Elevator, or remodel an old  
one without first investigating the many  
valuable features incorporated in the  
entire Barnard-Moline Line

---

*Write for General Catalog No. G-38 on Feed Mill and Elevator Equipments*

**Barnard & Leas Manufacturing Co.**  
MOLINE, ILLINOIS, U. S. A.

*"Builders of High-Grade Mill and Elevator Machinery since 1860"*





# The Monitor Oat Clipper

IS MADE IN THREE WAYS—

Wood Construction  
Steel Covered  
All Steel

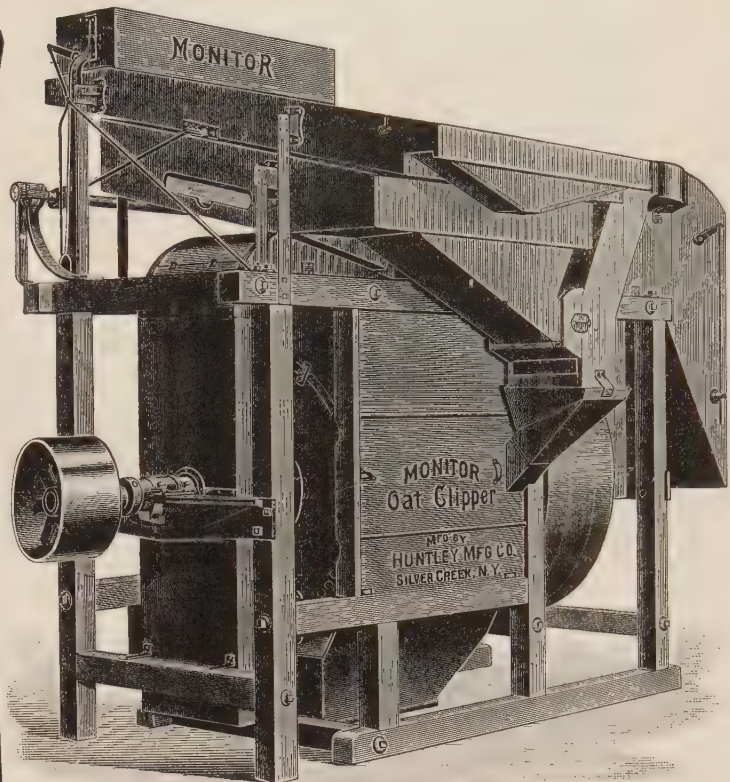
But, whichever way it is built, underneath is that Monitor principle, which has made it famous. That's why the machine is clipping more oats daily than all others combined.

## HUNTLEY MFG. CO.

SILVER CREEK, N. Y.

Canadian Plant:  
HUNTLEY MFG. CO., Ltd.  
TILSONBURG, ONT.

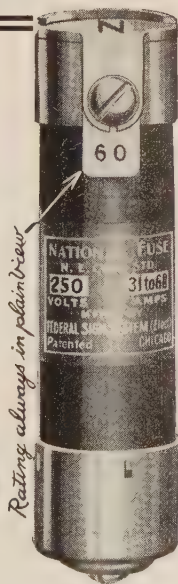
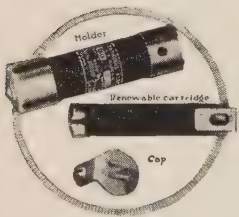
Protected by Steel Covering



## Insist Upon the Only Renewable Fuse That Passes All Tests



Only  
3 Parts



*Rating always in plain view*

The National Renewable Fuse is the only fuse with the renewable feature that is approved by the Associated Factory Mutual Fire Insurance Companies.

It is also approved by the Mutual Fire Prevention Bureau of the Millers' Mutual Fire Insurance Companies. Neither of the above mentioned Mutual Fire Insurance Associations have approved the naked-element type of renewable fuse—they specify a powder packed element.

It is also approved by the Underwriters' Laboratories Incorporated, their report E4199, dated December 1st, 1919.

The National Renewable Fuse has many patented and distinctive features which we shall be glad to explain in detail. If you have not received your copy of our little leaflet, "CORRECT FUSE RATINGS FOR MOTOR CIRCUITS," ask for it when you write for full information, mentioning also your dealer's or jobber's name and address. Write today, no obligation.

Send  
Coupon  
Today

### FEDERAL ELECTRIC COMPANY

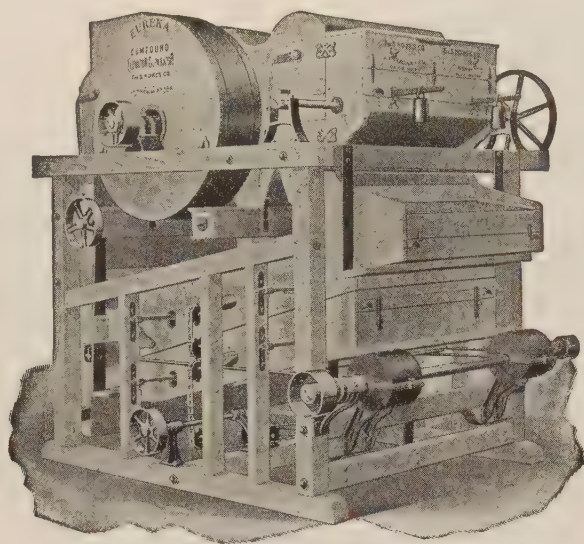
Representing Federal Sign System (Electric)  
LAKE AND DESPLAINES STREETS, CHICAGO  
91 New Montgomery Street  
SAN FRANCISCO, CAL.

Branches in all large cities

We make a complete line of renewable fuses, both 250 and 600 volts, up to and including 600 amperes.

**FEDERAL ELECTRIC COMPANY, Representing**  
Federal Sign System (Electric), Lake and Desplaines Sts., Chicago  
Please send full information and prices of National Renewable Fuses.  
Name.....  
Address.....  
Company.....  
Dealer's Name and Address.....  
"1111-2"





*Ask someone who owns one*

From a purely  
**"RESULTS-DELIVERED"**  
 standpoint no machine  
 quite compares with the  
**"SERVICE-FULL"**  
**"EUREKA"**

It's a really-truly worth-more



**GRAIN CLEANER**



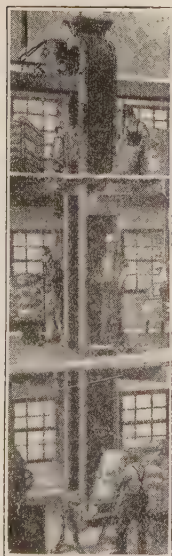
MAY WE SEND YOU COPY OF OUR NEW BOOK (No. 75)?

**S. HOWES COMPANY, Inc.**  
 SILVER CREEK, N. Y.

REPRESENTATIVES:

William Watson, 415 Western Union Bldg., Chicago, Ill.  
 J. E. Gambrill, 749 E. Church St., Marion, Ohio  
 J. O. Smythe, 3951 Broadway, Indianapolis, Ind.  
 F. E. Dorsey, 4015 Prospect Ave., Kansas City, Mo.  
 Chas. A. Barnard, 415 Lewis Bldg., Portland, Ore.

## MORE HUMPHREY SERVICE BELT ELEVATORS



than ever before are being installed all over the world.

### SAVES--TIME--MEN--MONEY

A necessity in any mill or elevator with two or more floors. Quickly conveys men and sacks of grain or flour from one floor to another.

**SPEEDS UP PRODUCTION,** enabling your men to do more work in the same time without useless waste of energy.

Write for Bulletin D-5 giving detailed information why the "Humphrey Endless Belt Route" means bigger profits to the owner.

If not made by Humphrey Elevator Co. it is not a "Humphrey."

The original standard belt man lift for 30 years.

**HUMPHREY ELEVATOR CO.,** Sole Manufacturer  
 Fairbault, Minnesota

## IMPROVED DUPLICATING GRAIN TICKETS

With the use of Form 19GT as a scale book much time and labor will be saved as one writing with the use of carbon will give you a complete record and at the same time, a ticket will be ready for the hauler. Very convenient for dealers who regularly issue scale tickets for each load of grain received. Chance of error will be minimized as both the ticket and office record will be the same.

This book contains 250 leaves. Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6 $\frac{3}{8}$  inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Size of book 7 $\frac{1}{2}$ x12 inches, each book supplied with 5 sheets of carbon.

The printing is crosswise the ticket and has spaces for the following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer."

Form 19GT Duplicating (200 pages) \$1.35

Form 19GT Triplicating (300 pages) 1.75

**GRAIN DEALERS JOURNAL**

305 So. La Salle St.

Chicago, Ill.



# “Hamilton Made”



## When Equipping New or Rebelting Your Elevator

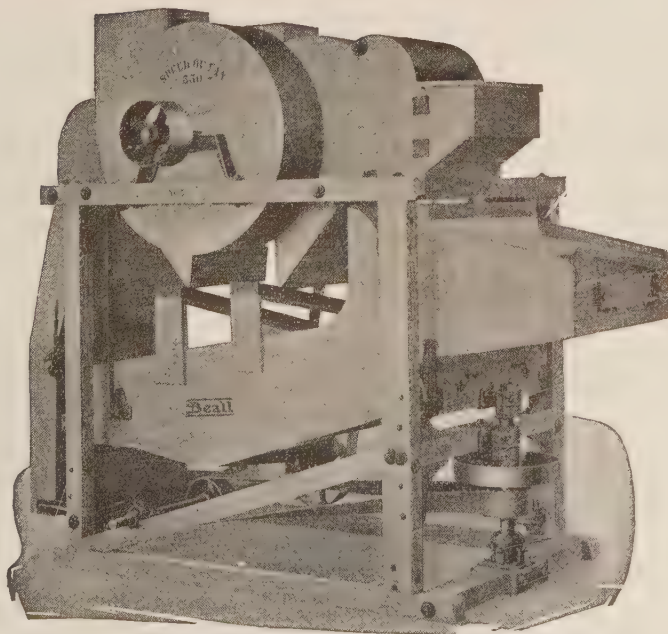
Investigate and Buy “Hamilton Made” Rubber Belts. There are two standard brands: INVINCIBLE for Cleaners, Shellers, Clippers, Separators, Feed Mills, Car Pullers, Engine and Motor Drives. LAKEWOOD for Legs and Conveyors. *Write for particulars.*

**HAMILTON RUBBER MFG. CO., 218 No. Wells Street, CHICAGO**

**FACTORIES: Trenton, N. J.**

**BRANCHES: New York and Philadelphia**

## The Beall Grain Separator



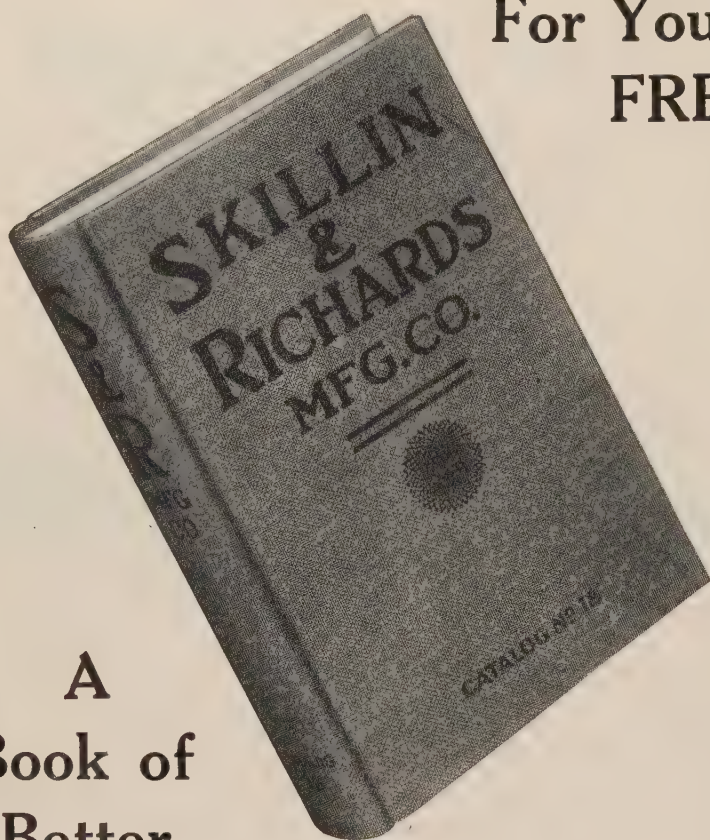
*A splendidly balanced, smooth-running machine that pays a good profit wherever used, cleaning grain evenly and thoroughly with two independent fans.*

**Beall**  
THE MARK OF QUALITY

*The air system is as perfect as modern ingenuity can make it. Never any disappointment. Send for Catalogue giving full working particulars and complete details.*

**Beall Improvements Co., Decatur, Ill.**





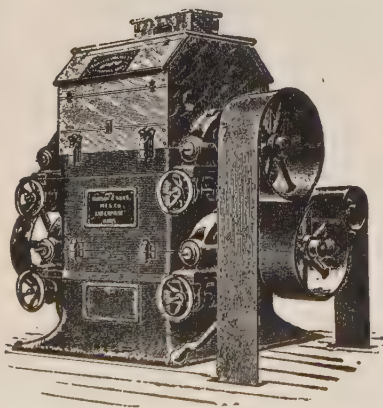
For You---  
**FREE**

**A  
Book of  
Better  
Grain Handling Machinery**

In the course of a year it happens many times that you find yourself in need of some particular piece of machinery. It happens as often that you do not know just where to get it. For your convenience and for efficiency's sake you should have our catalog for ready reference.

Send for your copy today. Don't wait until you need it.

**Skillin & Richards Mfg. Co.**  
4516-60 Cortland St. CHICAGO, ILL.



## More Profits

The elevator owner who installs a feed mill in his elevator puts himself in line for more profits. No other sideline is as profitable. Your farmer patrons must have feed for stock. Are you going to let them go to your competitor? Drop us a line asking for further particulars regarding a feed mill for your elevator.

**J. B. Ehrsam & Sons Mfg. Co.**  
Enterprise, Kansas

## After 11 Years of SERVICE

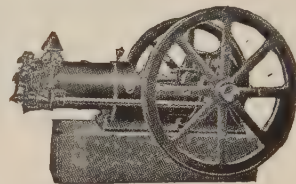
B. C. White, President and General Manager of The Buffalo Creek Sheep Co., Buffalo, Montana, bought an Otto Engine 11 years ago. This is an excerpt from a letter received from Mr. White recently:

"The engine is certainly a marvel of efficiency. I have run mine for eleven years on the ranch, and if it were possible for blundering ignorance to destroy it, mine would have been in the scrap pile long ago. The men have been sawing wood with it today, and altho the weather is cold, it humps right along."

Stock designs up to 50 H. P. are ready for early delivery.

**OTTO ENGINE MFG. CO.**

3219 Walnut Street, Philadelphia



15-17 So.  
Clinton St.  
Chicago, Ill.

## TYDEN CAR SEALS

Bearing shipper's name and consecutive numbers.

Prevent  
**CLAIM LOSSES**  
**10,000 SHIPPERS**  
Are now using them.

Write for samples and prices.

**INTERNATIONAL SEAL & LOCK CO.**

Chas. J. Webb, Vice-President  
617 Railway Exchange Bldg., CHICAGO, ILL.

## Making Paint Dollars Last Longer



Any paint is costly today but cheap paint is more than costly because it can

not give the years of service a high grade paint will give.

## DIXON'S Silica-Graphite PAINT

will make your paint dollars last longer because it will protect exposed metal and wood work for a longer period of time. This has been proven by records of service of from 5 to 15 years.

The pigment, flake silica-graphite, is the secret of its long life, and is not affected by heat or cold, acids or alkalis.

Write for Booklet No. 15-B and long service records in your line.

Made in Jersey City, N. J., by the  
**JOSEPH DIXON CRUCIBLE COMPANY**

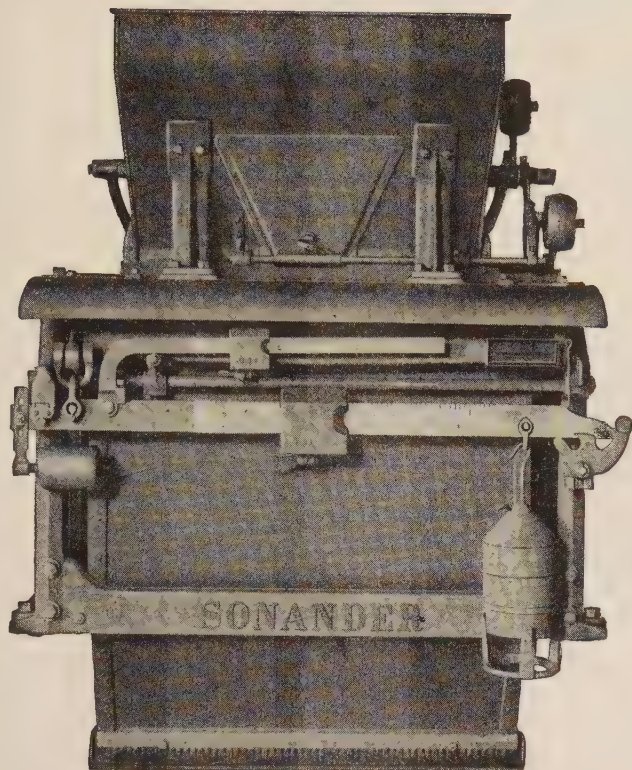


ESTABLISHED 1827





# Weigh Accurately



The whole object of weighing is to know accurately the quantity; and any such system is useless, unless it will determine this minutely and definitely. Science and mechanical practice has demonstrated that for this purpose, the scale lever is the best for determining the fractions of pounds, and this is the principle of the

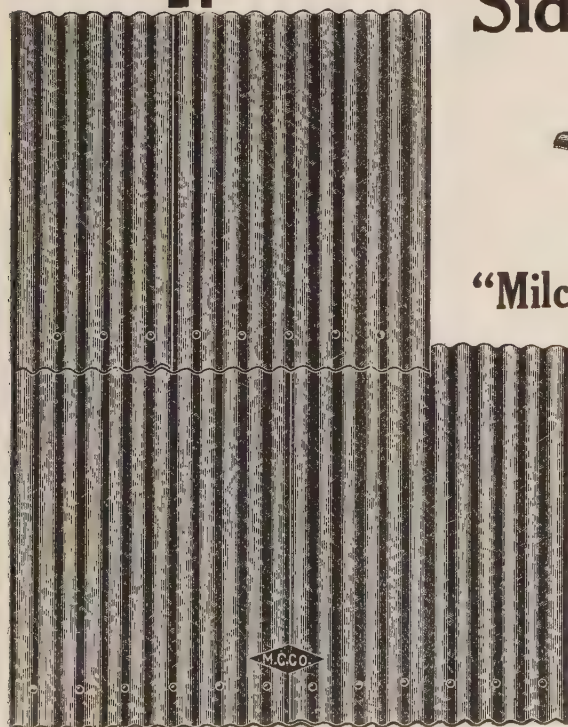
## Howe-Sonander Automatic Scale

When buying a scale be sure to inquire and investigate this scale. Its simplicity and accuracy will suit your every purpose, and save money for you. Any of the offices below will be glad to give you complete information. Address the one nearest you.

### Howe Scale Co. of Illinois

CLEVELAND, OHIO, 1424 W. 9th St. Henry Vogel, Mgr.  
CHICAGO, ILL., 1315 So. Wabash Ave. O. B. Main, Mgr.  
ST. LOUIS, MO., 512-514 St. Charles St.  
KANSAS CITY, MO., 1510 Main St. W. C. Peak, Mgr.  
For Washington, Oregon and Idaho Business, Address  
Pacific Scale & Supply Co., Wm. Schweizerhof, Mgr., 46 Front St.,  
PORTLAND, ORE., or 546 1st Ave. So., SEATTLE, WASH.

# Fire Proof Roofing Siding and Awnings



## "Milcor" Sheet Metal Roofing

"Milcor" sheet metal roofing adjusts itself to expansion and contraction due to heat or cold. Made particularly for Grain Elevators, Mills and high buildings of similar character. Single or double curved awnings from 24 to 48 gauge—galvanized or painted.

### Milwaukee Corrugating Co. Milwaukee, Wis.

Branch at  
Kansas City, Mo.

Minneapolis Sales Agency  
929 Lumber Exchange

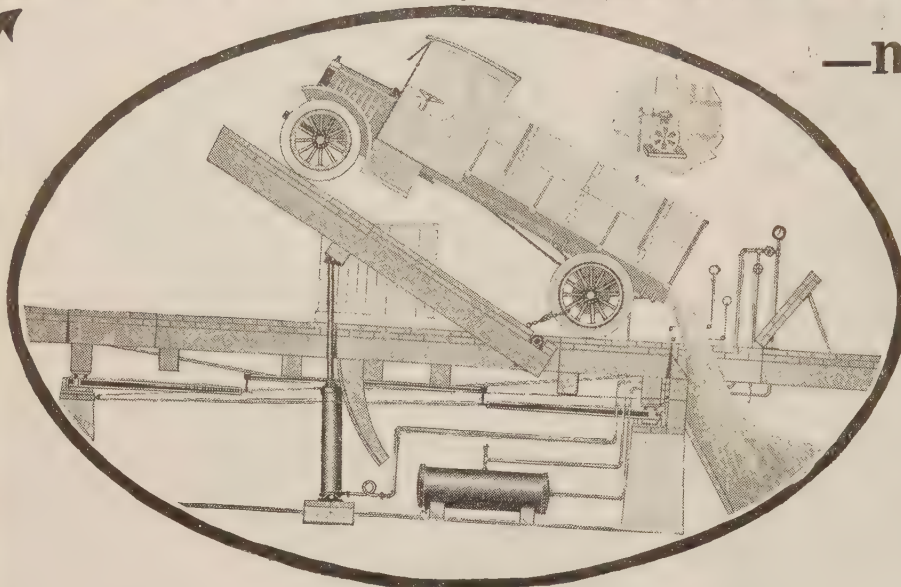




# Globe Combination Auto Truck & Wagon Dump

**SIMPLE - RELIABLE - PRACTICAL**

(SPENCER PATENTS FEB. 1919)



## —no chance for accident

It's impossible to have an accident with this dump—it is under the control of the operator at all times, either raising or lowering, stopping or starting at any point.

It dumps Auto Trucks, Wagons or Sleds—fits any type, size or make of scale, or can be installed independent of scale—it's the patented tilting power cylinder that enables you to secure double efficiency at one price.

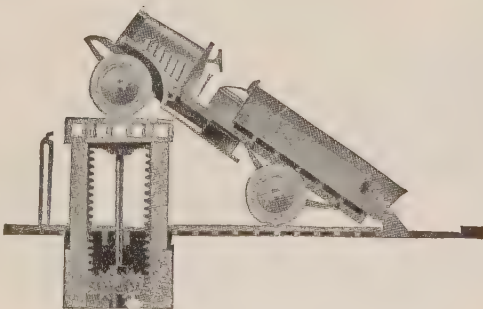
Blue Prints Furnished  
Showing Installation  
on any type scale

Manufactured by  
**Globe Machinery and Supply Co.**  
Des Moines, Ia.

Write Department D  
for Complete  
Descriptive Literature

## The Only Dump Made on Sound Mechanical Principles

S  
A  
F  
E



S  
A  
F  
E

## TRAPP DUMPS

Yours is ready for you.  
WRITE ABOUT IT

All Kinds of Elevator Machinery

**TRAPP-GOHR-DONOVAN CO.**

1125 North 22nd Street

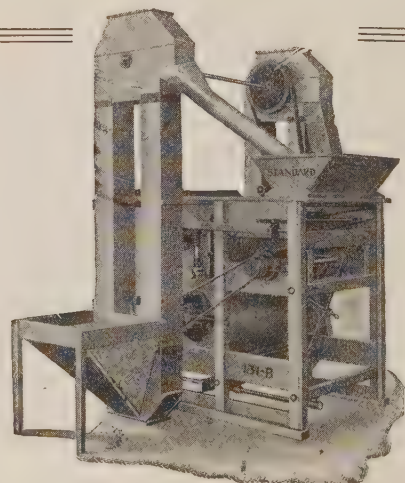
OMAHA, NEBR.

The Progressive Grain Dealer is interested in the cleaner that will effectually do his work with the least trouble and expense. In the

## STANDARD

you have embodied simplicity, economy and completeness. Write for our catalogue giving full particulars.

**The International Mfg. Company**  
CRESTLINE, OHIO

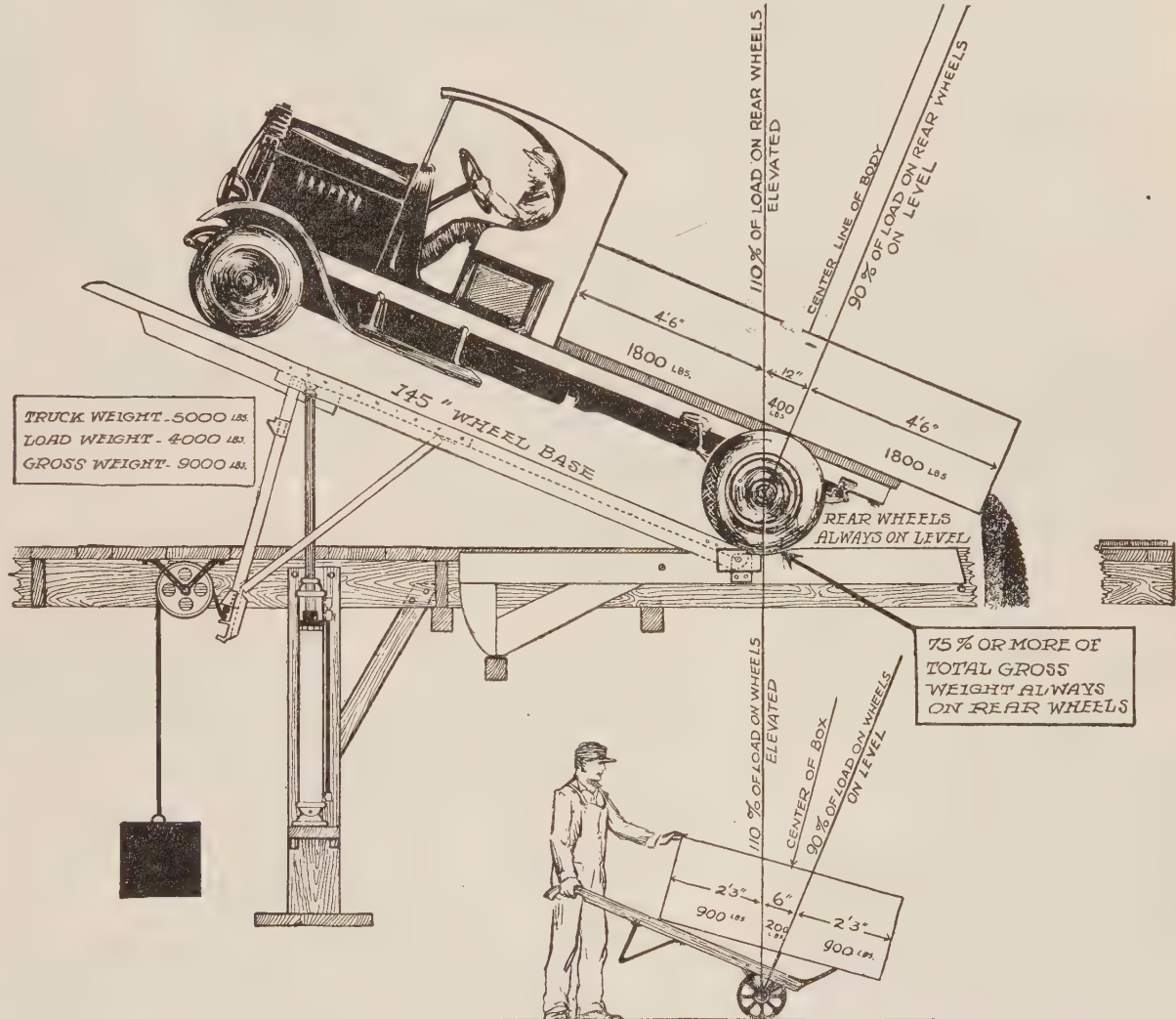




# MOFFITT

## AUTOMATIC

*"America's Foremost Truck Dump"*



No Power Expense

No Upkeep Expense

No Danger of Accidents

No Loss of Time

Operates smoothly, easily, rapidly and accurately

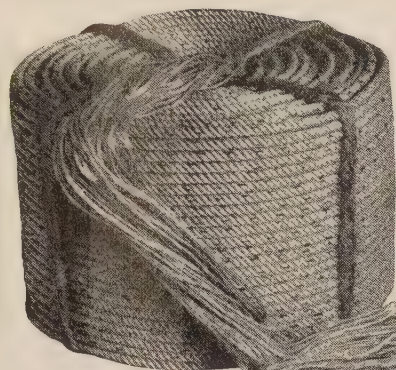
**Automatic Truck Dump Company, Manufacturers**

502 Grain Exchange Building,

Omaha, Nebraska

Information of Value to Elevator Owners will be Mailed Free on Request — Write To-day





## FROM MAINSHAFT TO HEAD

Specify AJAX TRANSMISSION Rope in your elevator. Designed especially for grain elevators, it is the best rope the most skillful workmanship can produce. Delays caused by broken transmission rope are expensive. Specify AJAX on your next job.

**H. CHANNON CO.**

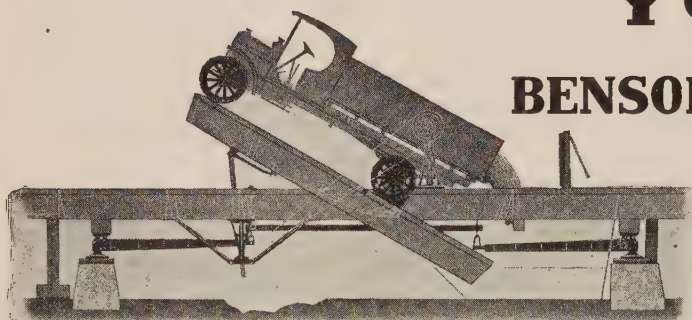
Chicago, Ill.

**AJAX**

## YOU NEED

A

## BENSON AUTO TRUCK DUMP



The most successful combined Truck and Wagon Dump made.

**HAND OPERATED  
NO COMPLICATED MECHANISM  
NO POWER CONNECTIONS**

Works more easily for either Trucks or Wagons than any old style wagon dump.

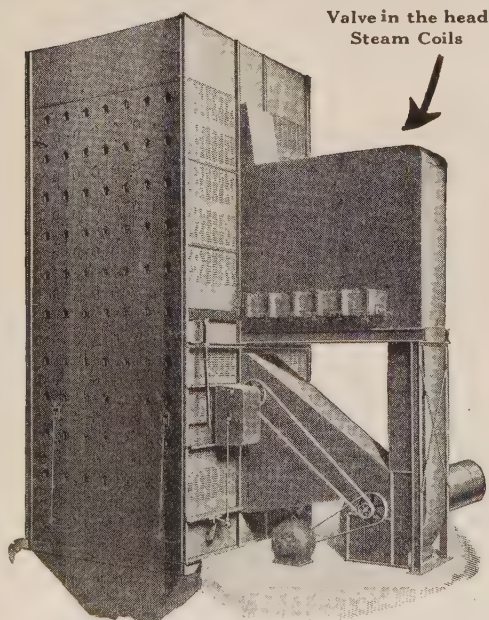
**Grain Dealers Supply Co.**

General Agents

MINNEAPOLIS

MINN.

# MORRIS GRAIN DRIERS



"MORRIS DRIED SAME AS SUN DRIED"

**BE PREPARED**

**BUY AN AUTOMATIC MORRIS**

You will use it every year.

**AUTOMATIC and SELF CONTAINED**

Requiring no special Building Construction. The Automatic feature eliminates an attendant. This is the simplest, most positive and uniform drier made. Write for detailed information and you will BUY A MORRIS if you buy a Drier.

**We Also Offer a Complete Line of Direct Heat Driers**

**THE STRONG-SCOTT MFG. COMPANY**

"Everything for Every Mill and Elevator"

GREAT FALLS

SPOKANE

MINNEAPOLIS

WINNIPEG



**"Hold Fast  
That  
Which Is  
Good"**



# SUCRENE FEEDS

**In Their 20th Year of Popularity**

One dealer, who has handled Sucrene Feeds for many years, writes: "We have had increasing sales on Sucrene Feeds each year. When we sell a feeder Sucrene he is generally a regular customer. Have handled a number of other feeds but they are hard to start and generally fall off. In the long run we consider Sucrene our best seller."

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The Sucrene Feed Slogan**

It gives you a grip on the feed business which competition can not break.

Our new feed mill at Peoria, Ill., the greatest and most modern plant in America, devoted exclusively to the manufacture of mixed feeds, will soon be ready for work. In the meantime our Owensboro, Ky., plant is running double shifts to keep up with the demand for Sucrene Feeds.

We solicit your order for Poultry Scratch Feeds in any quantity. The late fire did not affect this branch of our manufacturing facilities. Address Main Office at Peoria, Ill.

**AMERICAN MILLING COMPANY**

Main Office and Mills: PEORIA, ILL.

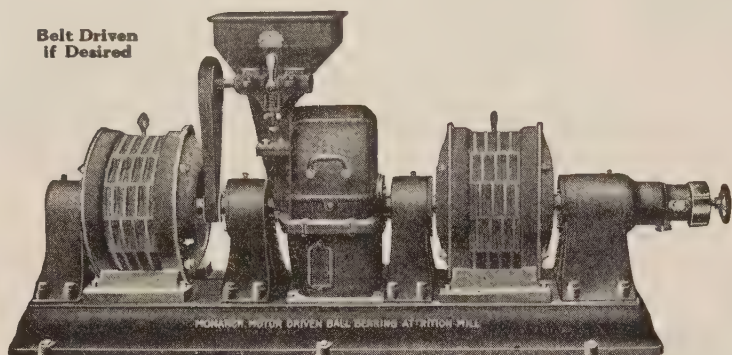
Southern Mills: OWENSBORO, KY.



# MONARCH BALL-BEARING ATTRITION MILL

*Designed and Built to Perform Satisfactorily  
All Attrition Mill Requirements*

Belt Driven  
if Desired



Years of experience in attrition mill building has enabled us to produce this "Monarch" of all Attrition Mills.

It, in your elevator, will pay big interest to you by

## Saving Labor and Time

It is trouble-proof, delay-proof and has dust-proof bearings that require the minimum of lubrication and attention.

Write us today—now—for full particulars and descriptive catalog.

We have much interesting information about feed grinding that we will gladly furnish you.

*Write for Catalog No. D115*

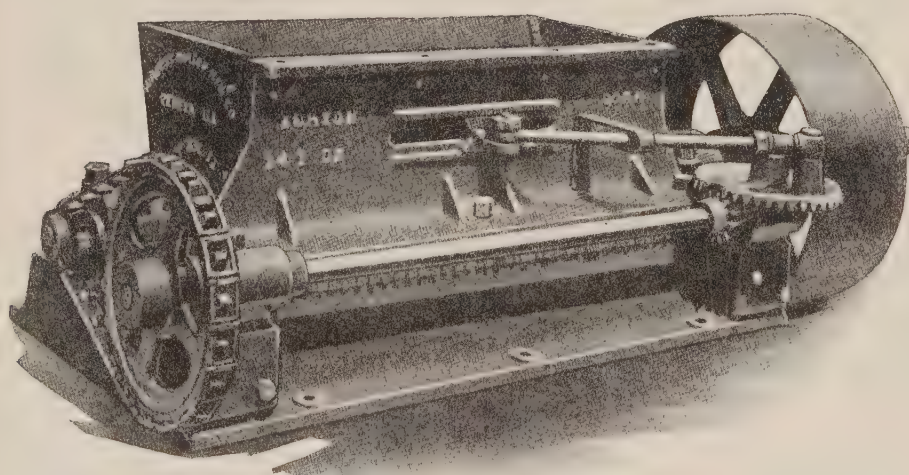
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Mill Builders and Milling Engineers

Main Office and Works: MUNCY, PA.

P. O. Box No. 26

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## KENYON Ear Cob Crusher

No irons such as horseshoes, hammers, etc., can stop this machine. Positively eliminates all corn crushing troubles.

Send for catalog and all details.

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GENEVA, ILL.  
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Corn Grading  
Grain Moisture  
Bean and Seed Testing Scales  
Special Scales for Special Purposes



Style No. 6000  
Corn Grading Balance

### Torsion Balances

—have—

No Knife-edges—No Friction—  
No Wear—No concealed  
Bearings

Used by U. S. Dept. of Agriculture, Testing Stations, Grain Elevators, Seedsmen, Commission Houses and Boards of Trade.

WRITE FOR SEED PAMPHLET

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Pacific Coast Branch  
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## FOUR THINGS

the advertiser considers before an advertisement is placed:

**CIRCULATION  
QUALITY  
INFLUENCE  
RATES**

The GRAIN DEALERS JOURNAL guarantees its CIRCULATION; boasts of the QUALITY of its circulation; has succeeded because of its INFLUENCE, and pays advertisers because its RATES are reasonable.

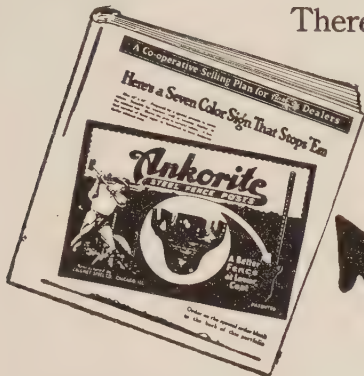


# Here's a Steel Post With a REAL SALES PLAN Behind it *Ankorite* STEEL FENCE POSTS

## "A Smashing, Red-Blooded, Co-operative Selling Plan for Ankorite Dealers"

THAT'S the title of a 12 x 12-inch twenty-four-page three-color Prospectus just off the press—and you'll find that every page backs up the title.

If you'd like to receive the most practical, most convincing, most liberal co-operative sales plan that has ever come to your desk, get this book! It will show you how the Calumet Steel Company "goes the limit" with its dealers, and if you'll put the plan to work for you, it will enable you to sell posts as you never sold them before.



There never has been a time when Ankorite sales came so easy—but you'll have to act quick to get your share of the fall business. Hundreds of farmers are writing to learn where they can buy Ankorite Steel Drive Posts, and we'll gladly refer to you all inquiries from your territory just the moment you're in position to take care of them.

Ankorite Steel Drive Posts are right, the time is right, and this big co-operative sales plan is a whirlwind. Write for it.

**CALUMET STEEL CO.**

208 So. La Salle St., Dept. 9

Chicago, Ill.

*Your Prospectus is ready for you. Write for it.*



## HOW MANY TRIPS

to the top of your elevator do you make in the course of a year? Make an estimate, and then figure the amount of time and energy you are wasting if your house is not fitted with an easily and cheaply operated manlift.

## The CONSTANT SAFETY MANLIFT

will eliminate this waste—and it will make the elevator and the elevator operator more efficient in every way. It is the easiest and cheapest operated manlift on the market, and the safest as well. The sheave over which the rope operates is fitted with ball bearings; the brakes are adjustable and positive in their action, and they work independently of each other. All material is carefully selected for the work it is to perform.

*A manlift reduces the insurance rate.*

Ask for our catalog of elevator machinery.

**B. S. CONSTANT MFG. CO.**

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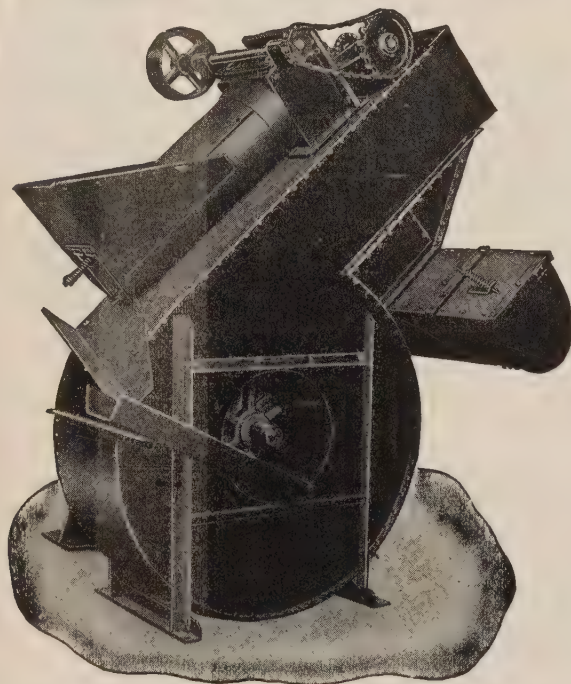


DIRECT HEAT OR STEAM CONTINUOUS FLOW MADE IN ALL SIZES

# Randolph Grain Driers

WIRE PHONE Q. W. RANDOLPH CO. TOLEDO OHIO U.S.A.

A better way to handle **GRAIN** is the Bernert Way



## WHY?

Because the Bernert way will save you money and make you money. With the Bernert Pneumatic Grain Handling Machines, whatever your grain handling problem today, will be no problem at all. The Bernert Pneumatic Machines handle all grain ahead of the fan; that's why there positively will be no grain damaged.

They are positively **NON-CHOKABLE**; that's why you will not have any trouble. They will at the same time they handle the grain, **MAKE BETTER GRAIN**. Let us tell you **WHY**.

Simplicity of installation and efficiency in operation, handling any problem, is for what the Bernert Pneumatic Elevators, Combined Elevators and Loaders, Conveyors, Portable Track-loaders, Car-loaders, etc., stand.

For further information, write for catalog to the

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## An Efficient Leg in an Elevator Wins Half the Battle

More than a thousand elevators escape mixing grain by using a

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and very many are doubling their capacity, reducing cost of operation and maintenance, and more effectively and conveniently doing the work without backlegging or choking by installing a

### HALL SPECIAL

elevator leg with actual results after installation. Guaranteed by the

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SLIP PROOF SAFETY SPURS  
Insures Against Damage Claims



—the Slip-proof Safety Spurs

grip edges of rail, where they have not been polished hard by wheels. This double grip insures against mover slipping and allowing operator to fall and break his arms or injure his face as frequently happens with ordinary movers or crow-bars.

Try One 30 Days—No Money in Advance

If you keep it, send us \$5.50, plus freight—if you don't we pay freight both ways and forget it. For sale by leading jobbers everywhere. If yours can't supply you, order direct.

Advance Car Mover Co., Dept. C, Appleton, Wis.  
Canadian Advance Car Mover Co., Welland, Ont.

### CONE-SHAPE GRINDERS

**IT PAYS TO GRIND ALL GRAINS**

Look to the Grinders. They do the work! Bowsher's Cone-Shape grinders are the correct principle in Feed Mill construction. They mean larger grinding surface close to center of shaft; thus More Capacity, Lighter Draft, Longer Life.

"Desire to express my appreciation of the long-lasting, trouble-proof Bowsher. Have used a No. 4 ten years with less than One Dollar per year for repairs." E. W. Watt, Jacobus, O.

10 sizes; 2 to 25 H. P. Write for free catalogue. N. P. BOWSHER CO., SOUTH BEND, IND.



**A Tester Wants a Job** in your plant. These clutches will save you money power, time and trouble. Investigate today. A card brings our Free Booklet. Decatur Foundry, Furnace & Machine Co., Dept. L, DECATUR, INDIANA

## Your Opportunity

is here. Now is the time to let the elevator man know you want his business. Advertise in the

**Grain Dealers Journal**



## Automatic Dump Controllers!

You have never seen me?

Do not ever let yourself hear you say that, because there are very few modern elevators without me. WHY? Because they need service. Anything that is not serviceable in this day and age is soon discarded. But when you know me—I'm always at your service. I increase your business because of the easy manner in which I handle your dump. The Farmer likes me because I don't let the dump down jerky, and frighten his horses. I'm your friend. When you get tired of the old dumping device and are looking around for something 100% efficient, you'll find a friend in need is a friend indeed.

But don't wait too long.

Procrastination is the thief of time.

Now is the time.

Circulars upon request.

L. J. McMILLIN

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*Prevent Leakages  
Avoid Claims  
Save Money*

Used by Thousands of Progressive Shippers

MADE BY

**THE KENNEDY CAR LINER & BAG CO.**  
SHELBYVILLE, INDIANA

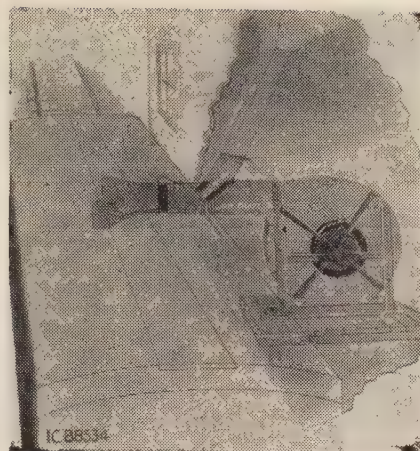
### The Van Ness Safety Roller Bearing Manlift

is built for service. Made from Selected White Birch, has direct acting springs, double safety device that will not fail, runs easy, unnecessary to bolt or lock it while not in use.  
Has wire cable and cotton hand line. Sold on 30 days' trial. Write for circulars and prices.

Manufactured and for sale by

**R. M. Van Ness Construction Company**  
Grain Exchange Building  
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We Build Modern Grain Elevators



## "Good Bye Scoop"

"We loaded 1,800 bu. of corn an hour the day before Thanksgiving. We never have to get in a dirty, dusty car to scoop grain." Kenney Elevator Co., Kenney, Ill.

"Your Boss Air Blast Loader is giving the best of service." G. N. Falknor & Son, West Milton, O.

"We would not think of going back to gravity." J. L. Baum & Son, Storms, O.

"You may ship us one of your Air-Blast loaders. We have investigated this thing pretty thoroughly. At Strawns Crossing we saw one in operation and it certainly was doing the work." Central Illinois Grain Co., Ashland, Ill. They have since bought EIGHT for eight of their elevators.

### Load Even Ear Corn Without Scooping

We have Portable and Stationary outfits for loading even EAR corn as well as loose grain into railroad cars without scooping. Our Boss Crib Filler fills cribs with EAR corn by air. Compact, low down and shedded as easily as a binder. Quickly set up.



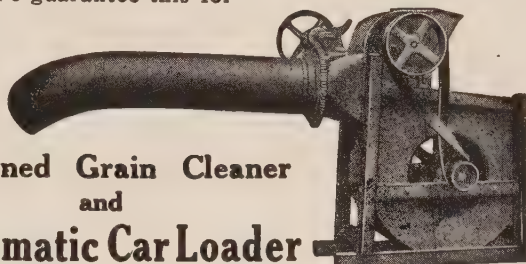
Write today for our new catalog "GOOD BYE SCOOP."

MAROA MANUFACTURING CO., Dept. G., Maroa, Ill.

## CLEAN AND LOAD IN ONE OPERATION

Now that grain is commanding such a high price and there is and will be such a demand for it, it behooves you to load it properly, this means that you should use a Car Loader that cleans and loads at the same time. We guarantee this for

### The Combined Grain Cleaner and Pneumatic Car Loader



It does not mill or crack the grain; fills cars to full capacity; strong, durable, requires no attention after starting. Coals and dries the grain as it passes through the air.

Used by hundreds of elevator owners. List of users will be sent you on request.

Write for list and circulars

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## THE ONLY SANE, SAFE THING

to do is to install an All Metal Fire Proof

## Knickerbocker "1905" Cyclone DUST COLLECTOR

The Knickerbocker Co.,

Jackson, Michigan

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in the GRAIN DEALERS JOURNAL make wants known to everyone connected with the grain trade. If you desire to buy or rent, sell or lease an elevator or anything used by grain dealers, try a JOURNAL want ad twice a month and your want will soon be satisfied.



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### DON'T DELAY BUILDING!

We give you QUICK ACTION

Builders of

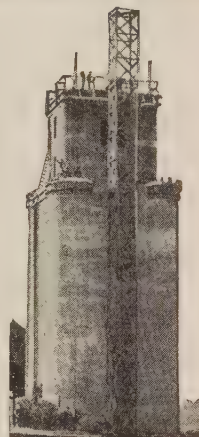
Grain Elevators, Alfalfa Plants  
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WOOD or FIREPROOF CONSTRUCTION

**Younglove Construction Company**

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### A Reliance Elevator

is economical and efficient in operation because it is correctly designed and properly constructed.

For years we have studied carefully the needs of the grain trade, progressing constantly with developments in engineering and construction, and we know how an elevator should be built to give complete satisfaction.

We build them that way.

Ask us for particulars on the house you plan to erect.

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**R. C. STONE ENGINEERING CO.**  
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**CONCRETE AND WOOD ELEVATORS**  
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**BALLINGER & McALLISTER**  
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Grain Elevators Driers Coal Chutes  
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**Your Individual Needs**  
are respected when your elevator  
is designed and built by

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NORTH PLATTE, NEB.  
Write for Details of Our System

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Mills and Warehouses  
Especially Designed for Economy of  
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**BUILDERS of  
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WRITE US ABOUT THE  
PLANT YOU HAVE IN MIND

**C**heck your reductions of pounds to bushels by using

**Clark's  
Carload  
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Tables**

New edition revised and enlarged.  
Price, \$2.50.

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Chicago, Illinois

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requires little of your time for filing, and contains spaces for all the necessary information in the order which assures prompt attention on the part of the claim agent. It increases and hastens your returns by helping you to prove your claims and by helping the claim agent to justify payment.

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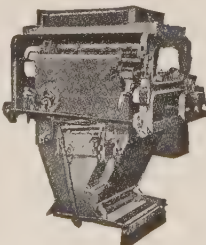
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**AUTOMATIC GRAIN SCALES**  
Self Compensating, Operating and Adjusting

**Why**

be satisfied with a Semi Automatic Scale when it is possible for you to own a Full Automatic? The Richardson is an Automatic that IS AUTOMATIC. It automatically does the things that other automatic scales require a human being to do.



The NEW Richardson is SELF OPERATING and SELF ADJUSTING. It weighs accurately free running grains of from twenty to sixty pounds to the bushel without change of adjustment.


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For Lifting Concrete Forms

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Grain Elevator Repair Specialist  
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Any Size or Capacity  
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We can furnish and install equipment in old or new elevators, guaranteeing greater capacity with less power, and positive Non-Chokable working leg. Let us show you.  
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**Burrell Built Elevators are Better—the kind you need**  
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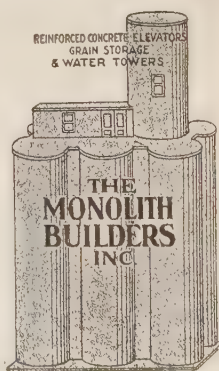
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Phone F. 282 P. O. Box 166  
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Now in course of construction at Canton, Baltimore, Md., for the Pennsylvania Railroad.

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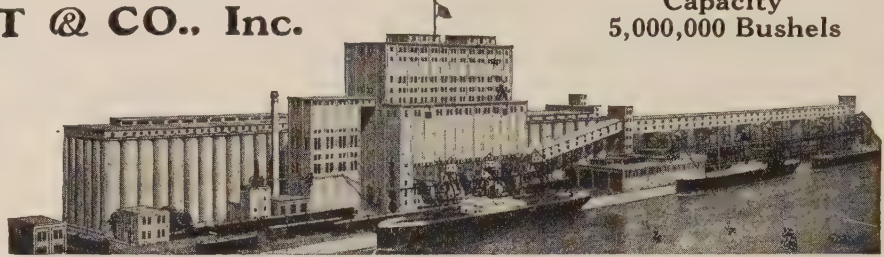
Capacity  
5,000,000 Bushels

Designers and Builders  
**GRAIN ELEVATORS**  
IN ALL PARTS OF THE WORLD

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"We have built for many of your friends. Eventually we will build for you. Why not now?"

## GROUP OF TERMINAL ELEVATORS BUILT RECENTLY BY US AT

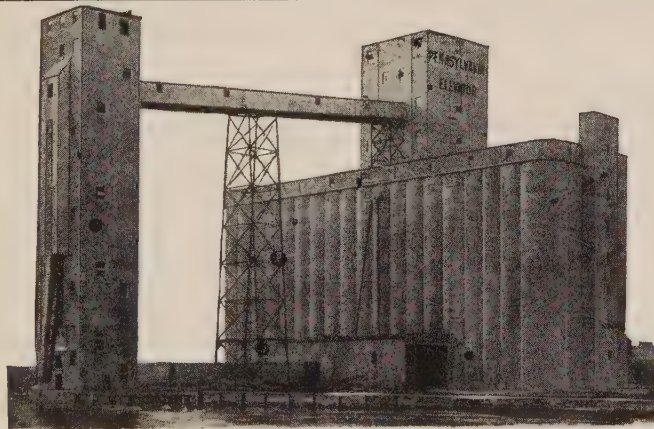
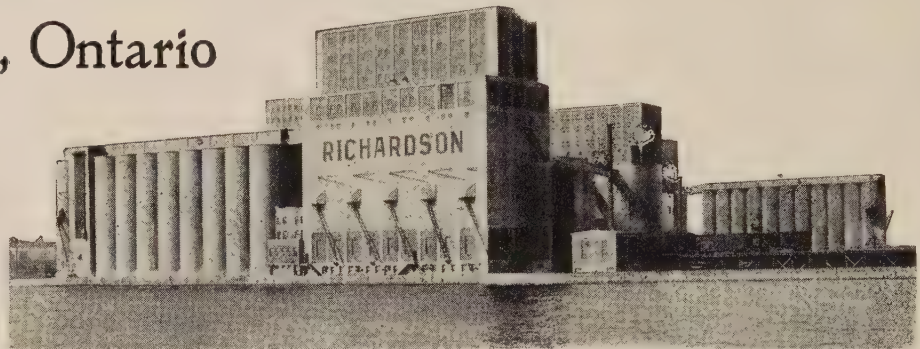
### Port Arthur, Ontario

FOR

The Grain Growers' Grain Company,  
Limited.  
The Saskatchewan Co-operative Elevator  
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The James Richardson & Sons, Limited.

**THE BARNETT-McQUEEN  
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Pennsylvania Railroad Co.'s Terminal  
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capacity, with marine leg, 25,000 bu. re-  
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Designed and built under the  
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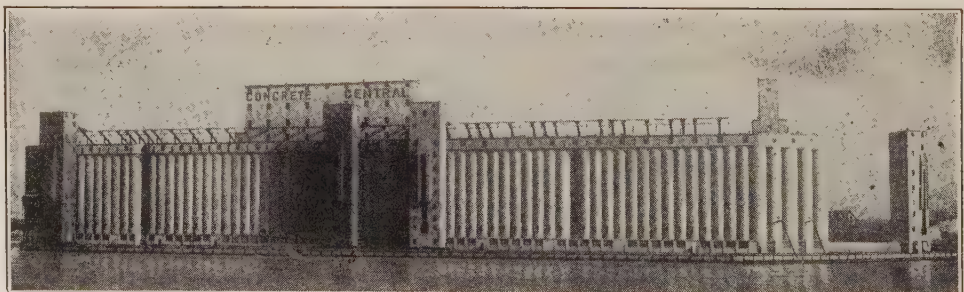
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## Monarch Built Elevators

assure you eco-  
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efficient opera-  
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**SATISFACTION**

Let us Submit Designs  
and Prices



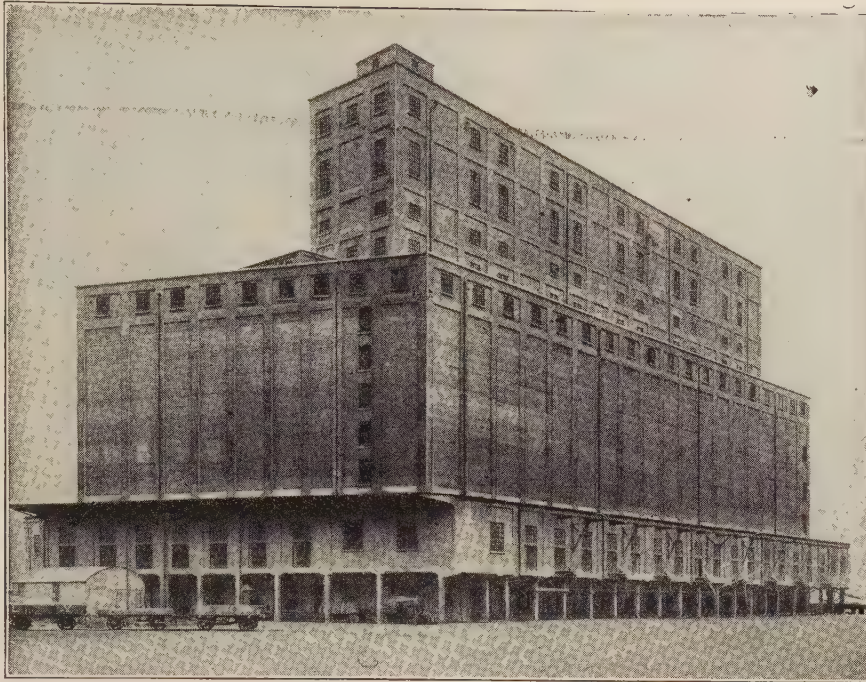
Concrete Central Buffalo, 4,500,000 Bu.

One of the modern houses which has made a record for rapid and economical handling

**MONARCH ENGINEERING CO.,**

**BUFFALO, N. Y.**





## Elevator No. 2

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**1,500,000 Bushels**

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LONDON, W. C., 2, ENGLAND

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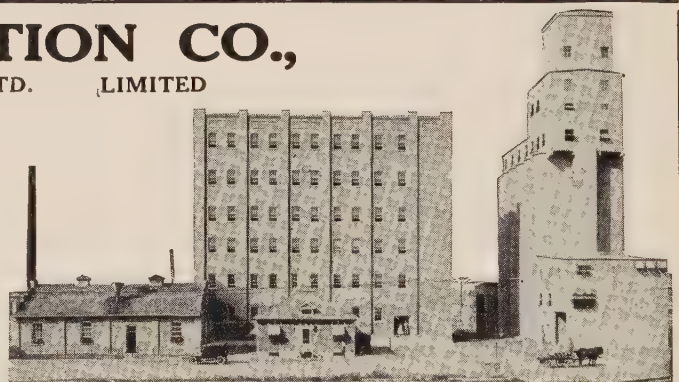
FORMERLY FEGLES-BELLOWS ENGINEERING CO., LTD. LIMITED

**ENGINEERS—CONTRACTORS**

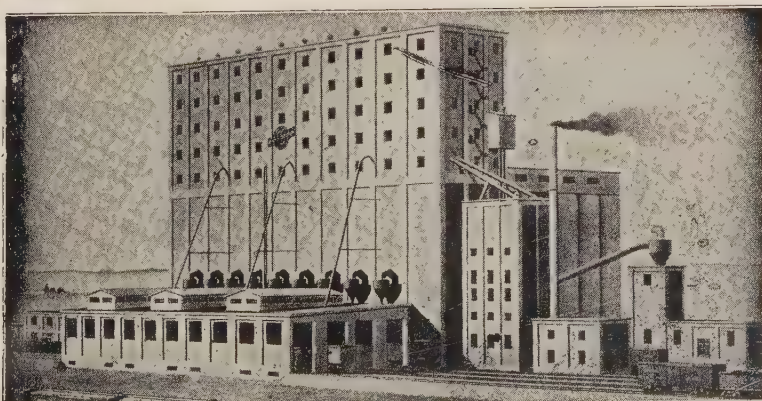
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WE ARE PREPARED TO TAKE  
AND EXECUTE CONTRACTS ANY-  
WHERE. GRAIN ELEVATORS, MILLS  
HEAVY ENGINEERING STRUCTURES

WE HAVE AN ENVIABLE RECORD FOR SERVICE



Elevator and Mill Designed and Built for Lake of the Woods  
Milling Co., Ltd., Medicine Hat, Alberta.



## The 1,250,000 Bushel C. & N. W. Elevator

at

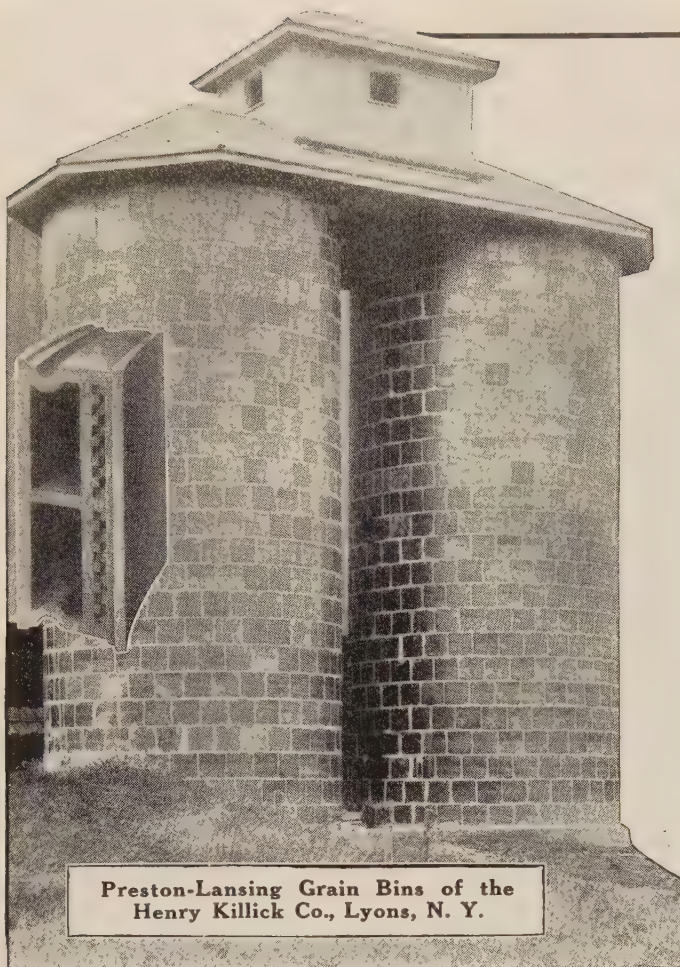
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and Constructors.

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Builders of Modern, Fireproof  
MILLS AND ELEVATORS





Preston-Lansing Grain Bins of the  
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are moisture proof, frost proof, vermin proof and fire proof. Our special method of construction, bracing block against block, makes a bin that is practically indestructible. Between each tier of blocks is a steel rod embedded in a thick layer of cement, giving added strength.

## Permanent---Economical---Safe

Preston-Lansing Grain Bins are cheapest in the long run. They give year-in, year-out service with little or no upkeep. The patented Preston-Lansing Block, with its dead air spaces, protects the grain from extremes of temperature. It gives a beautiful smooth finish inside and out that resists decay.

Let us tell you more about Preston-Lansing Bins. Write for our catalogue and prices.

**J.M. PRESTON CO.**

Dept. 418

Lansing, Mich.

**OUR MOTTO** for over twenty-five years has been **SAFETY FIRST**. During these years we have equipped thousands of elevators with dust collecting systems to



prevent explosions, and no dust explosion or loss of a single life has occurred in one of them.

Your liability attaches if you don't protect your elevator and workers.

FOR CATALOGUE, WRITE

**THE DAY COMPANY**  
Minneapolis, Minn.

# ACCOUNT BOOKS FOR GRAIN DEALERS

COMPLETE SET FOR \$6.00

## A GRAIN RECEIVING BOOK (No. 12 AA).

**Grain Register** is designed to facilitate keeping a record of weights and number of bushels in wagon loads of grain received.

Each page is 8½x14 inches, and at top of the 11 columns are printed Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount and Remarks.

Each page has spaces for 40 wagon loads and each book has 100 pages or spaces for records of 4,000 loads. The book is well printed and ruled on ledger paper, and substantially bound in full heavy canvas covers. Weighs 2½ lbs.

## A GRAIN SHIPPING BOOK (No. 14 AA).

**Sales, Shipments and Returns** is designed to facilitate recording sales, shipments and returns from the shipments made. Its use will save much time and book work. The pages are 10½x16½ inches, used double. The left-hand pages are ruled for information regarding Sales and Shipments; the right-hand pages for Returns. Under Sales the column headings are Date, Amount Sold, Price, Grain, Terms. Under Shipments are Date, Car Number and Initial, Our Weights in Bushels, Grade, Route, Rate. Under Returns are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceed, Drafts, Remarks.

The book contains 76 double pages, with room for records of over 2,200 cars, is well bound in heavy canvas covers with leather corners, and printed on linen ledger paper. Weighs 3½ lbs.

**GRAIN DEALERS JOURNAL**

305 So. La Salle St., Chicago, Ill.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE.

**30,000 BU. ELEVATOR** for sale, complete with machinery and additional warehouses. Address Coleman State Bank, Coleman, Wisc.

**25,000 BU. CRIBBED** elevator in N. D. on Great Northern R. R. with Coal and Flour and Feed business for sale. Address: Chance, Box 9, Grain Dealers Journal, Chicago.

**LINE OF ELEVATORS** for sale; part of them on the Wichita Falls; part on S. F. in N. W. Okla. One in Texas on S. F. Will sell one or all. Bargain, Box 1, Grain Dealers Journal, Chicago.

**CENTRAL OHIO** Elevator for sale. 12,000 bu. capacity. Private ground. In the heart of the grain belt. Handle grain, coal, salt, flour and feed. Address: Excellent, Box 4, Grain Dealers Journal, Chicago.

**IOWA ELEVATOR** for sale. 30,000 bu. capacity. Cribbed house, good location. Will handle 250,000 bu. annually. Town 3,000 inhabitants. Address E. J., Box 4, Grain Dealers Journal, Chicago, Illinois.

**GRAIN ELEVATOR** for sale on the B. & O. R. R.; 15,000 bushels capacity, two legs, electric power, iron clad, metal roof, 14 bins, all cribbed. Everything in A No. 1 shape. Price \$20,000.00. John V. Dirk, Weston, Ohio.

**ELEVATOR** in North Central Iowa for sale. Good coal, flour and feed business in connection. Located in excellent farming country and good territory. Address: Excellent, Box 11, Grain Dealers Journal, Chicago.

**NORTH DAKOTA** Cribbed Elevator for sale, located on Soo R. R. in North Central North Dakota. Hopper bottom bins. A good grain point in a good grain country. Price \$6,000.00, part cash. Write L. Box 1042, Cando, North Dakota.

**8,000 BU. CAPACITY ELEVATOR** with good farm implement business for sale. Advancing years and death in firm makes it advisable to sell. Good grain locality. Excellent business. For complete information apply to Alex Verdott & Co., Bonnot's Mill, Mo.

**GENERAL ELEVATOR** and feed business for sale. 1st class attrition feed grinder in connection. Also handle coal, farm machinery, fencing, building supplies, etc. No competition. Excellent business. Address: Field, Box 8, Grain Dealers Journal, Chicago.

**15,000 BU. CRIBBED ELEVATOR** for sale in southern Indiana. Handles 75,000 bu. Wheat with the following side lines, Flour and Feed. Good business. Death in firm makes it advisable to sell. For complete information apply to A. H. Richner, Broker, Crawfordsville, Ind.

**15,000 BUSHEL CAPACITY ELEVATOR** for sale. Metal construction. Located on Mo. Pac. R. R. Does about \$200,000.00 business a year. Handle all kinds of feed, also chop and metal grinder. Possession can be had immediately upon sale of this property. Price \$7,000.00. Cash \$3,000.00, balance terms. Address C. B Beven, Muscotah, Kansas.

**7,500 BU. frame iron clad elevator** for sale. 60 miles north of St. Joseph, Mo., on Wabash R. R. New Electric motor power, new combined sheller and cleaner, 14 in. x 7 in. Buckets for ear corn, Howe Dump Scale. 1½ acres of private ground with warehouse adjoining elevator goes with it. New stove in office, new adding machine, fire proof safe, portable platform scale. Only elevator in town. For quick sale at \$6,000.00. W. C. Bailey, 433 Railway Exchange Bldg., Omaha, Nebraska.

## ELEVATORS FOR SALE.

**OHIO COUNTRY ELEVATOR** for sale. Cash, or will exchange for a farm. Address: H. F., Box 1, Grain Dealers Journal, Chicago.

Under **SITUATIONS WANTED** you will find a capable manager, grain buyer or traveling solicitor. The man who has enough push to advertise his services in a high class trade journal is the kind of a man you want.

**N. W. OHIO** elevator, coal, hay business and residence property included, for sale. Good town, no competition. Will consider good farm in trade if properly located. Electrical power. Address Competition, Box 2, Grain Dealers Journal, Chicago.

**50,000 BU. CRIBBED ELEVATOR** for sale. Own ground and private switch. In best oats, corn and wheat territory in Illinois. Side lines of Coal, Salt and Feed. Doing fine business. Good reason for selling. Address: Cribbed, Box 1, Grain Dealers Journal, Chicago.

**CENTRAL IOWA** elevator for sale, 12,000 bu. capacity. Located on M. & St. P. R. R. Doing good business. Handle grain, coal, flour, mill feed, salt and fence posts. No competition. Price \$3,500.00 if taken before March 1, 1920. Address P. O. Box 34, J. F. Weaver, Gifford, Iowa.

**SOUTH DAKOTA** 40,000-bushel cribbed elevator, machine shed, corn crib and coal sheds for sale. Clear title. Located on Watertown, Sioux Falls Railroad and handled by Great Northern. Handles upwards of 100,000 bushels annually. Possession can be had within 30 days. For further particulars address Watertown, Box 3, Grain Dealers Journal, Chicago, Illinois.

**SOUTH DAKOTA.** 35,000-bushel capacity cribbed elevator, new construction, for sale. Modern equipment. Accessible to C. M. & St. Paul Railroad. Located in one of the best farming countries of the state. New territory. No competition. Price \$20,000.00, including modern seven-room dwelling. Address Dwelling, Box 3, Grain Dealers Journal, Chicago, Illinois.

**N. DAKOTA, 20,000 Bu. Capacity Elevator** 12,000 bu. annex for sale, motor driven. Storage for 200 tons of coal in addition. Equipped with all modern machinery. Receipts up to 60,000 bushels annually. Easily accessible to Duluth and Twin Cities, located on N. P. R. R. in good town which has good schools and churches. Young man who knows the business and is a hustler can greatly increase the business. Present owner too old to give business proper attention. Address Annex, Box 3, Grain Dealers Journal, Chicago, Illinois.

**ARE YOU** looking for a position in any branch of the grain business? If you are send us your name, address, nationality, languages spoken, experience, salary expected, references, in fact any information that will help an employer to form an idea of your ability to serve him. We will keep this information on file and from time to time place you in touch with elevator owners who seek competent help. This service will be absolutely free, placing you under no obligation whatever. Write today and get in line for a good position. Address—The Want Ad Man, Grain Dealers Journal. manager? Let the Want Ad Man get one for you.

## ELEVATORS WANTED.

**WILL BUY** Good 8 to 15,000 bu. elevator in North Central Okla. or Southern Kansas. Address Box 524, Pond Creek, Okla.

**CENTRAL ILLINOIS OR INDIANA** elevator wanted. Negotiations strictly confidential. Must be worth the price asked. C. A. Burks, Smithson, Ind.

**IN SASKATCHEWAN,** Canada, 320 acres land. Will trade for Indiana elevator, description on request. Address Ed. Lee & Son, Crawfordsville, Indiana.

**ELEVATOR** located in Central Illinois Wanted. Must be in A-1 condition, doing good business. Address with particulars, "Hawarden, Box 1," Grain Dealers Journal, Chicago.

**WANTED TO BUY FOR CASH** Elevator in good sized town in Northern Illinois or Iowa. Give full details in first letter. Address L. F., Box 3, Grain Dealers Journal, Chicago, Illinois.

**WILL PAY CASH** for a good grain elevator in Eastern Colorado, Western Nebraska or Western Kansas. Give full description and lowest cash price. Address Denver, Box 4, Grain Dealers Journal, Chicago, Illinois.

**WILL PAY CASH** for good, clean, Iowa elevator business, shipping not less than 125,000 bushels. No objection to coal or feed. Give particulars in first letter. A. A. Cook, 512 West Linn Street, Marshalltown, Iowa.

**WANTED**—To buy several grain elevators on the Missouri Pacific west of Salina, Kansas; Santa Fe west of Florence, Kansas, and Rock Island south and west of Herrington, Kansas. Write The Shellabarger Mill & Elevator Co., Salina, Kansas.

**WANTED TO BUY,** half interest in a good well located elevator in North Dakota or Montana, and take management of same. Ten years' experience in the grain business in North Dakota, the last seven as manager of a Farmers Elevator. Am married, 32 years of age. Best of references and bond. Address Management, Box 2, Grain Dealers Journal, Chicago.

## ELEVATOR BROKERS.

**JOHN A. RICE,** exclusive elevator broker, Frankfort, Indiana.

**ELEVATORS FOR SALE**—Write to Julian L. Buckley, Elevator Broker, David City, Nebr.

**IF YOU WANT** to sell or exchange your property, write to me. John J. Black, 57th Street, Chippewa Falls, Wis.

**MEN WANTED**—Elevator managers are in demand. Insert your advertisement in the Grain Dealers Journal to get the position that is waiting for you.

**ELEVATOR BUYERS SAVE TIME AND MONEY BY WRITING ME WHAT YOU WANT. I HAVE IT OR WILL GET IT.** NAT CLAYBAUGH, elevator broker, Frankfort, Ind.

## HELP SECURED.

"We will be able to procure the help we wish from the applications we have in response to the ad." The Quaker Oats Co., Country Elevator Dept., Ft. Dodge, Ia.



**SITUATIONS WANTED.**

**GRAIN INSPECTOR** wanted to locate somewhere in the United States. Address Locate, Box 4, Grain Dealers Journal, Chicago.

**EXPERIENCED** Seed Corn breeder and dealer desires a position with a grain, seed or elevator company. Address M. C. Thompson, Marysville, Missouri.

**AS MANAGER** of elevator. Line or Farmers' Elevator. Have managed both. 17 years' experience. Now employed, desire change. Address A. R., Box 4, Grain Dealers Journal, Chicago, Illinois.

**SITUATION WANTED** as manager of Elevator after March 1st. Experienced in Grain, Hay, Feed and Coal. Illinois preferred. Address J. A. M., Box 4, Grain Dealers Journal, Chicago, Illinois.

**POSITION WANTED**—On account of the loss of a milling plant by fire, an experienced grain man and mill manager is open for engagement. Address Experience Plus, Box 4, Grain Dealers Journal, Chicago Illinois.

**POSITION WANTED** by young man with 12 years' experience in manufacturing of Poultry and Live Stock Feed, either in plant or as salesman. Best of references. Address Poultry, Box 4, Grain Dealers Journal, Chicago.

**EXPERIENCED ELEVATOR** Manager wants position by April 1st or April 15th. Central Illinois preferred. Also experienced in general merchandise, and am a good bookkeeper. Thirty-eight years of age. Clean record. In present position six years. Address Merchandise, Box 4, Grain Dealers Journal, Chicago.

**SITUATION WANTED**—An experienced grain and mill man is seeking a connection due to the loss of a plant by fire. Sixteen years experience covering practically every phase and handling every functional department in the grain and milling business. Address Department, Box 4, Grain Dealers Journal, Chicago, Ill.

**AS MANAGER** of elevator or lumber yard. 12 years' experience in both as well as side lines. Can give bond for any amount. A-1 references. Employed at present. Can change on thirty days notice. Address Notice, Box 3, Grain Dealers Journal, Chicago, Ill.

**POSITION WANTED** by young man in Grain Business; 11 years' experience, 4 years as manager of elevator. Have had buying and selling experience in grain, flour, feeds and seeds, both retailing and jobbing. Have also had experience in milling. Married, 28 years of age, and employed at present as foreman and head miller for Grain and Feed Co., but desire change. Can furnish best of references. Address Married, Box 4, Grain Dealers Journal, Chicago.

**BAGS FOR SALE.**

**2000 SECOND HAND** Cotton Grain Bags for sale at twenty-five cents each, f. o. b. St. Louis; 16 oz. holds 2½ bushels wheat. Foell & Co., 123 Market St., St. Louis, Mo.

**BURLAP BAGS OF EVERY KIND FOR SALE**; new or second-hand, plain or printed with your brand; seamless Cotton Grain Bags; Sample Bags; Burlap, Cotton Sheeting, or Paper for Car Lining, etc. Wanted: Second-hand bags, best prices paid. WM. ROSS & CO., 409 N. Peoria St., Chicago.

**OFFICE SUPPLIES.**

**SAFES**—Large stock of new and used safes on hand. Protect your valuable papers. Prices reasonable. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

**OFFICE DESKS**, Office and Store equipment for sale. Prices that are "RIGHT." Goods that are more than "RIGHT." Write for MAIL ORDER Catalogue. Wichita Store & Office Equipment Co., 147 N. Emporia Ave., Wichita, Kan.

**FOR SALE**—Burroughs, Wales, American, Dalton, Standard, etc., adding machines, half retail prices, fully guaranteed. Typewriter bargains, all makes. Get illustrated catalog and bargain list. Minnesota Typewriter Exchange, Department G, 236 Fourth St. South, Minneapolis, Minnesota.

**MALE HELP WANTED.**

**WANTED**—Hay and Grain Salesman. Can make from \$50.00 to \$75.00 a week. Address Hay, Box 4, Grain Dealers Journal, Chicago.

**MILLWRIGHT** Wanted. Company building concrete elevators desires services of competent millwright. Address Millwright, Box 4, Grain Dealers Journal, Chicago.

**WHEN** the first ring of the door bell is not answered, don't conclude that the folks are not at home. This applies to Journal "Wanted—For Sale" advertising. Ring again.

**ANY KIND, ANY SIZE, ANY PRICE** gasoline engine which is not in use and which you wish to sell, will find many ready buyers if advertised in the "Gasoline Engines" column of the Grain Dealers Journal, Chicago. Try it.

**COMPETENT FOREMAN** wanted for Mill Elevator good sized Oklahoma City. Must understand the grain business. Good salary for right man. Give experience and salary expected first letter. Address Foreman, Box 3, Grain Dealers Journal, Chicago.

**HIGH CLASS SALESMEN WANTED:** Company manufacturing a popular and widely advertised machine wishes to employ several live wire salesmen who are familiar with grain elevator machinery. If you are at least a \$4,000.00 per year man we want to talk to you. This is strictly a commission proposition. It will pay you to investigate. Address Commission, Box 3, Grain Dealers Journal, Chicago.

**ASSISTANT MANAGER** wanted for Grain and Seed Business in the heart of the richest grain section of North Texas. Want man capable of soon taking full management. The buying and selling of grain and seeds spreads over all southwestern and several southeastern states. Thirty Thousand Dollar plant and ample financial connections. Prefer to have manager to put some money in business. This not actually necessary. Located in good small town with rail and interurban connection. Please give business record, positions and responsibilities assumed in each, salaries previously received and wanted in first letter. Address reply, "Personal, Elevator Manager," Box 38, Sherman, Texas.

**SCALES FOR SALE.**

**NEW AND REBUILT** scales of all kinds. The Howe Scale Co. of Ill., 512-514 St. Charles St., St. Louis, Mo.

**ONE 4-TON** Fairbanks dump scale with type-registering beam, for sale, used less than year. Perfect condition. \$160.00. Drawer M, Marcus, Iowa.

**FAIRBANKS AUTOMATIC SCALES** for sale. Crated ready to ship. Grain augers, number of cast iron pulleys and shafting. All new, never been used. Farmers Grain, Fuel & Supply Co., Macomb, Illinois.

**3 BU. RICHARDSON** Automatic Bagging Scale in perfect condition for sale. Cost \$550.00, will sell for \$275.00 at St. Louis. A bargain for a quick buyer. Wire Howe Scale Co., 512 St. Charles St., St. Louis, Mo.

**500 BUSHEL FAIRBANKS** Hopper Scale \$250.00; 500 bushel Monarch Hopper Scale, \$150.00; 500 bushel U. S. Hopper Scale, \$125.00.

Richardson Scale Co., Wichita, Kans.

**RICHARDSON AUTOMATIC BAG SCALE.** New. Suitable for overhead track, complete, used 10 days.

Very cheap.

**NATHAN KLEIN & CO.** 210 Center Street, New York City.

**SCALES REPAIRED AND SOLD**

50 wagon scales, capacity from 4 to 15 ton. Any size platform in following makes: Fairbanks, Howe, Buffalo, Standard and Columbia. Each scale that leaves our factory is thoroughly overhauled and tested and guaranteed to be correct. We furnish competent men for outside work.

**COLUMBIA SCALE CO.**

2439 N. Crawford Ave. - - - Chicago, Ill.

**ADDRESS WANTED.**

**ADDRESS** Wanted of Ira Coan, formerly elevator mechanic. Address Mechanic, Box 4, Grain Dealers Journal.

**DYNAMOS—MOTORS.**

**FAIRBANKS MORSE** Dynamo for sale. 2½ K. W., 125 Volt. E. Daddow, Swan, Neb.

**WANTED**—1 15 h. p. Motor, Type RI—220 Volt, 60 cycle, single phase, with starter. Nebraska Farmers' Union Assn., Hastings, Neb.

**MOTOR SOLD**

"Have sold motor through your advertisement."—W. J. Lawson, Chase, Ind.

**MILLS FOR SALE.**

**150 BBL. WATER POWER** Flour and Feed Mill for sale. Located in best wheat and fruit growing section of New York State, just outside town of 5,000 population. Good equipment, excellent water power, stone construction. Price very low and best terms. Do not write unless you mean business. Address E. A. Evens, 428 Pratt St., Buffalo, New York.

**PARTNERS WANTED**

**WILL INVEST** \$2,000.00 and my services as partner in Grain Elevator business. Address Services, Box 4, Grain Dealers Journal, Chicago.

**BUSINESS OPPORTUNITIES.**

**WELL IMPROVED** 160-acre farm located 10 miles of Mt. Carmel, Illinois, and 7 miles of Allendale, Illinois, for sale. Price \$100.00 per acre cash. For particulars address Geo. Couch & Sons, West Salem, Ill.

**PROSPEROUS, LONG ESTABLISHED** grain, hay and seed business in Colorado, for sale. Good reason for selling. Splendid location with room for expansion. Requires about \$80,000 cash. Address Prosperous, Box 3, Grain Dealers Journal, Chicago, Illinois.

**ESTABLISHED** Flour, Feed, Grain, Straw, Salt, Poultry, Feed, Etc., business for sale. Doing a profitable yearly business in New York of over \$250,000.00. Warehouses situated on railroad with own siding. Located in city of over 100,000 population. Reason for selling, Sickness. Address A. B. C. Box 4, Grain Dealers Journal, Chicago, Illinois.

**MISCELLANEOUS WANTED.**

**WANTED** Elliot Power Add. Machine. Address M, Box 4, Grain Dealers Journal, Chicago.

**WANTED**—Second-hand Barley Needle Machine available for immediate shipment. Advise full particulars as to condition of machine and price, f. o. b. shipping point. National Elevator Co., Winnipeg, Canada.

**ENGINES FOR SALE.**

**FOR SALE:** Three 18-h.p. Lauson Oil Engines, in good running order, only been used about three months. Also one 14 H.P. Lauson Oil Engine, brand new, never been set up. Anyone needing such power can get a bargain by corresponding with The Farmers Elevator Company, Metcalf, Illinois.

1-40 H.P. Foos Engine, \$800.00.  
1-26 H.P. New Era Engine, \$300.  
1-9 H.P. Foos Engine, \$150.00.  
1-6 H.P. Gray Gasoline Engine, \$100.00.  
1-40 H.P. high pressure boiler, \$500.00.  
2-75 H.P. Heine Watertube Boilers.  
**CASEY BOILER WORKS** Springfield, Ohio.



## MACHINES FOR SALE.

NO. 3, three shoe, Emerson Wild Oats Separator, regularly equipped, for sale. Used 30 days, price \$40.00 f. o. b. Address J. R. Lukes, London, Minn.

**MIDGET MILLS:** If you wish to buy or sell a Midget Mill from 25 to 60 bbl. capacity write me. All kinds of new and used mill machinery. H. C. Davis, Bonner Springs, Kansas.

**FOR SALE: BIG LOT** of elevator belting and cups, No. 9 Clipper, No. 1 Monitor Receiv'g Separator, Elevators, Shafting, Pulleys and Hangers. 20 carloads of everything in the elvtr. and milling line. A. D. Hughes Co., Wayland, Mich.

**1 NO. 2 JOLIET** Corn Sheller for sale, perfect mechanical condition, practically new, has shelled only 10,000 bu. corn this season. Reason for selling have quit shelling corn. A bargain at \$500.00 f. o. b. Fayetteville, Tenn. Quick sale, need the room. Thornton Grain Company, Fayetteville, Tenn.

## REAL BARGAINS.

**Prompt Attention.** Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipments for modern mills of all kinds, molasses stock, and poultry feed plants, plans, specifications, flow sheets, etc., our specialty.

Write us without delay.

Geo. J. Noth, Mgr.,

9 S. Clinton St.,

Chicago, Ill.

**FOR SALE—One 24 in.** Double Head Ball Bearing Monarch Attrition Mill, equipped with two 20 h. p. motors, 220 volt, 60 cycle, 2 phase. New, never run, still in crate; price \$1,295.00.

**One 24-inch Single Head Ball Bearing Belt Driven Monarch Mill;** price \$240.00.

**One Mogul Bran Packer,** nearly new, \$295.00.

**One No. 2412 Eureka Continuous Feed Mixer,** \$375.00.

**One 45-inch Fan,** left hand drive, manufactured by National Blower Works, \$45.00.

**One 24-inch Horizontal Belt Driven Vacuum Cleaner,** with tank, suitable for cleaning mill or manufacturing plant; manufactured by Spencer Turbine Cleaner Co., Hartford, Conn., \$275.00.

**One Portable Conveyor,** 15 ft. long, 30 in. wide, comp. with belt & motor, never used, \$195.

**One Model 179 Receiving Separator,** made by S. Howes Company, never used. Without screens and Countershaft, \$200.00.

Meech & Stoddard, Inc., Middletown, Conn.

**YOU CAN SECURE** a partner if you make your wants known to the grain trade thru the Partners Wanted column of the Grain Dealers Journal.

## MACHINES FOR SALE.

**WILL YOU BUILD CONCRETE BINS?** We have for sale, cheap, 125 second hand jacks for this purpose. Address Concrete, Box 2, Grain Dealers Journal, Chicago.

**ONE 250 H. P. Corliss Engine,** three Boilers, Heater, pumps, etc., for sale. Also One 4 compartment Brown-Duvel moisture tester, scales, etc.

**LA FAYETTE CORN FLOUR MILLS**  
Lafayette, Indiana.

## FOR SALE:

Two 200 h. p. Westinghouse Motors.  
One 125 h. p. Westinghouse Motor.  
One 50 h. p. Westinghouse Motor.  
One Three high Great Western Corn Mill.  
Full description to any one interested.  
**SUNNY SOUTH GRAIN CO.,**  
Birmingham, Ala.

**1 No. 7 Dust Collector.**

**1 only Auto sacking scale on truck for bagging meals, oats & chops & corn 5 to 200 lbs.**

**1 only corn cleaner, 1000 bu. per hour.**

**1 only 18 to 20 in Attrition Mill.**

**1 only Magnetic Separator for 9x24" corn rolls.**

**1 only Auto. scale for sacking molasses feeds.**

**1 only mix. conveyor with jacket for molasses feeds.**

**40 ft. 9" conveyor; 40 ft. 12" conveyor complete.**  
Address X, Box 3, Grain Dealers Journal, Chicago.

**Second handed and new machinery for sale:**

**1-20 h.p. Avery Steam Engine.**

**1-42 in. Avery Separator.**

**1 Tank Wagon.**

**1 Ottawa C Sheller with 34½ ft. drag.**

**1-160 ft. 8 in. 5 ply Endless Gandy Belt,** nearly new.

**1 Peoria Weigher and Loader,** slightly damaged, but never been used.

**1 New Racine Wagon Loader,** never been used.

**1 Used 8-16 Mogul Tractor.**

**1-15 h.p. used Witte Portable Engine.**

**2 LaCrosse 14 in. S. B. Walking Plows.**

**1 I. H. C. two row Cultivator,** set up, but never been used.

The above items can be bought at a bargain. For prices write Ruge & Wilke, Beecher, Ill.

**EXPERIENCED HELP,** such as managers for country stations, foremen, auditors and employes needed in the grain business are readily secured thru an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago.

Don't get "down in the dumps" and be discouraged because you have no position. What you need is a Journal Want Ad. There is a Job for you and do not forget it. There is a job for every man of industry and good habits. The Journal reaches the man who is looking for you and tells your case to him. No other method is so good for getting a job in the grain line. No other method converts discouragement into encouragement so quickly.

## MACHINES FOR SALE.

**TWO NO. 8 Boss Car Loaders** for sale. Good as new. Address A. H. Richner, Crawfordsville, Indiana.

**BUCKET** grain elevator, conveyor and mixers for molasses feed or chicken feed, for sale. Address William Rotsted, 4853 Kenmore Avenue, Chicago, Illinois.

**ONE SECOND HAND 20-inch Monarch Ball Bearing, Double Head Attrition Mill** for sale. Belt drive, with new plates.

**ENTERPRISE UTILITY MFG. CO.,**  
742 Webster Bldg., Chicago, Illinois.

## SCALES SOLD.

"We sold the scales and had sufficient number of inquiries to sell 10 or 15 more scales with it." The Imperial Mills Co., Wichita, Kans.

## SECOND HAND Machinery For Sale:

**1-6x12 Eight Roller Mill,** being 2-6x12 Mills connected together; good for short system mill.

**1-7x14 Nordyke 4 Roller Mill.**

**1-6x18 Graham Single Roller Mill.**

**1-6x20 Todds & Stanley 4 Roller Mill.**

**1-Nordyke Swing Sifter for 100 Barrel Mill.**

**1-California Separator and Smutter 75 barrel Mill.**

**1 Richmond Bran Duster for 75 barrel Mill.**

**2 No. 3 Smith Centrifugal Reels.**

**1 Nu-Way Separator.**

**1 Lee No. 1 Perfection Wheat Peeler,** 12 to 20 bushels per hour.

**1000 feet Elevator Belting, 3-inch Cups.**

**100 feet 9-inch L. H. Spiral Conveyor.**

**30 feet 12-inch L. H. Spiral Conveyor.**

**Lot of other Mill Equipment, Pulleys, Belting,** etc.

**TEUSCHER & SON MCHY. SUPPLY CO.,**  
527 N. Second Street, St. Louis, Mo.

**IF YOU** are desirous of obtaining more capital for the extension of your business; if you have land or realty to exchange for an elevator; if you have money to invest in the grain business, make known your desires in the "Business Opportunities" columns of the Grain Dealers' Journal.

## YOU MAY BE MISSING SOMETHING

If you do not read the Wanted and For Sale ads each issue. If you have something to sell or exchange, insert small advertisement in the Wanted and For Sale Department. When in need of an employee or employment write Grain Dealers Journal, 305 S. La Salle St., Chicago, Ill.

**DO YOU** want a machine or machinery? Have you a machine or machinery which you do not use or do not want? Do you enjoy having discarded machines and machinery laying around in your way, to rust out, or would you prefer to exchange it for elevator supplies you need? Use this department. Get what you want. Put your idle capital to work.

## KEEP POSTED

## GRAIN DEALERS JOURNAL

305 So. La Salle St., Chicago, Ill.

Gentlemen:—In order to keep us posted regarding what is going on in the grain trade outside our office, please send us the *Grain Dealers Journal* on the 10th and 25th of each month. Enclosed find One Dollar Seventy-five Cents for one year.

Name of Firm.....

Capacity of Elevator.....

Post Office.....

.....bus.

State.....

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For Grinding, Elevating and  
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Field and Grass  
Seed Trade Directory

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Manglesdorf Seed Co., The, wholesale seeds.

## BALTIMORE, MD.

Belt Seed Co., The, importers & exporters seeds.

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## BUFFALO, N. Y.

Stanford Seed Co., Inc., The, wholesale field seeds.  
Whitney-Eckstein Seed Co., wholesale seeds.

## CHICAGO, ILL.

Dickinson Co., The Albert, seeds.  
Illinois Seed Co., The, grass and field seeds.  
Johnson, J. Oliver, seed merchant.  
Continental Seed Co., seed merchants.

## CINCINNATI, OHIO.

McCullough's Sons, The J. M., field and garden seeds.

## CLAREMORE, OKLA.

The O'Bannon Co., grass seed dealers.

## CRAWFORDSVILLE, IND.

Crabbs Reynolds Taylor Co., grass and field seeds.  
Crawfordsville Seed Co., seed merchants.

## DES MOINES, IA.

Iowa Seed Co., buyers and sellers.

## EVANSVILLE, IND.

Small & Co., W. H., seeds, grain and hay.

## FARIBAULT, MINN.

Farmer Seed & Nursery Co., seed corn & grass seeds

## INDIANAPOLIS, IND.

Southern Seed Co., field and garden seeds.

## KANSAS CITY, MO.

Harrnden Seed Co., field & grass seeds.  
Missouri Seed Co., wholesale exports and imports.  
Peppard Seed Co., J. G., wholesale seeds.  
Rudy-Patrick Seed Co., wholesale seeds.

## LAWRENCE, KANS.

J. Underwood & Son, grass and field seeds.

## LOUISVILLE, KY.

Hardin, Hamilton & Lewman, grain & field seeds.  
Louisville Seed Co., clover & grasses.  
Wood, Stubbs & Co., grass & garden seeds.

## MERIDIAN, MISS.

Kimbrough Mitchell Seed Co., Southern seeds.

## MILWAUKEE, WIS.

Courteen Seed Co., field seeds.  
Kellogg Seed Co., grass and field seeds.  
L. Teweles Seed Co., field seeds.

## MINNEAPOLIS, MINN.

Dickinson Co., The Albert, seeds.  
Minneapolis Seed Co., seed merchants.  
Northrup, King Co., wholesale seeds.

## NEWBERN, TENN.

Cole Seed Saver Co., Japan clover wholesale.

## NEW YORK, N. Y.

Loewith Larson & Co., grass & field seeds.  
Doughten, Inc., H. W., grass & field seeds.  
Nungesser-Dickinson Seed Co., wholesale seed merchants.  
Radwaner Seed Co., I. T., fld. & gr. seeds, ex. imptrs.

## OKLAHOMA CITY, OKLA.

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Philadelphia Seed Co., Inc., The, wholesale field seeds.

## ST. JOSEPH, MO.

Chesmore Seed Co., field seeds.

## ST. LOUIS, MO.

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Mangelsdorf, Ed. F. & Bro., wholesale field seeds.  
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## ST. PAUL, MINN.

Jameson Hevener Co., shippers of field seeds.

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## TOLEDO, OHIO.

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## SEEDS FOR SALE.

SEED CORN, OATS and BARLEY for sale, carload lots or less. Samples and prices on request. Allen Joslin, Holstein, Iowa.

FOR PURE BRED Seed Corn of the standard varieties in large or small lots address M. C. Thompson, Maryville, Mo.

BUCKWHEAT—Car lots and less car lots. For Milling, Seed and Scratch Feed. H. J. KLINGER & CO., Butler, Pa.

ONE car Alfalfa Seed, one car Timothy, one car Cane Seed for sale. Johnston Land Co., Seward, Nebraska

WHEN IN THE MARKET let us hear from you. We are wholesale dealers in Sweet Clover, Sudan, Millet, Cane, Kaffir, Milo, Feterita, Alfalfa Seed, Seed Corn, Barley, Oats, Rye and Wheat, Poultry Feed.

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## WANTED.

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CRIMSON, WHITE AND AL-  
SIKE CLOVERS, ALFALFA,  
SWEET CLOVER, RYE-GRASS,  
TIMOTHY, REDTOP, MILLET,  
ETC.



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ONE BUSHEL EAR CORN CRATES for sale. Write for prices and sample to Wm. Vollbracht Co., Barry, Ill.

KUBANKA DURAM, the greatest drouth and rust resister known. Write for sample and price, stating quantity you can use. P. C. Herbig, Easby, N. Dakota.

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## Clover and Timothy Seed

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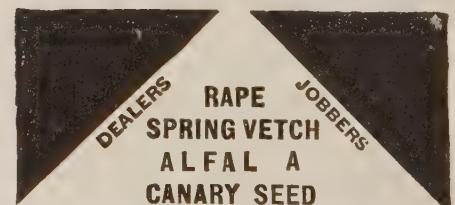
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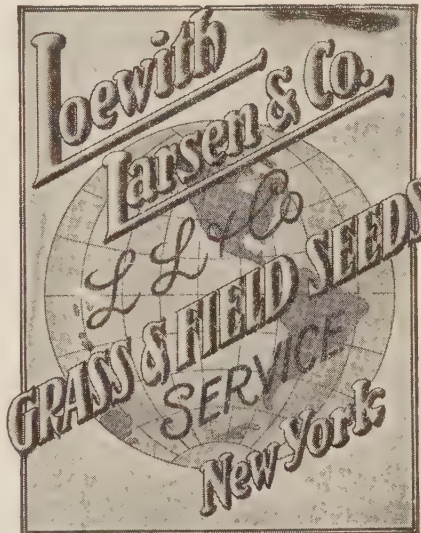
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Growers of Northern Grown  
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Field and Garden Seeds  
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RED TOP AND ORCHARD GRASS  
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Have in stock several thousand  
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sell them at \$1.25 per bushel  
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*We Buy and Sell all Varieties of Grass and Field Seeds*

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MINNEAPOLIS CHICAGO



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WHOLESALE FIELD SEEDS

CLOVER — ALSIKE — TIMOTHY — ALFALFA

Our Specialty

All Other Field Seeds

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Send Samples

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Attractive Prices

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ALSIKE  
RED CLOVER  
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SWEET CLOVER

Send us Samples

Whenever you're in the market—to buy or to sell—in carload lots or less—it will always pay you to write to Kellogg.

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FIELD and GRASS  
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By Buying Hardy Wisconsin Grown

## CLOVERS

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# MILWAUKEE SEED CO.

MILWAUKEE, WISCONSIN

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White Clover  
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Blue Grass  
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Eight factories, covering hundreds of acres and employing thousands of expert workmen, all dedicated to an ideal—the closest approach to perfection in the manufacture of Fairbanks-Morse products. Thousands of dollars spent each year in inspections of raw material and finished product—in precision methods applied to quantity output. A world-wide distributing organization highly efficient in serving the needs of modern industrial requirements. These factors contribute to make

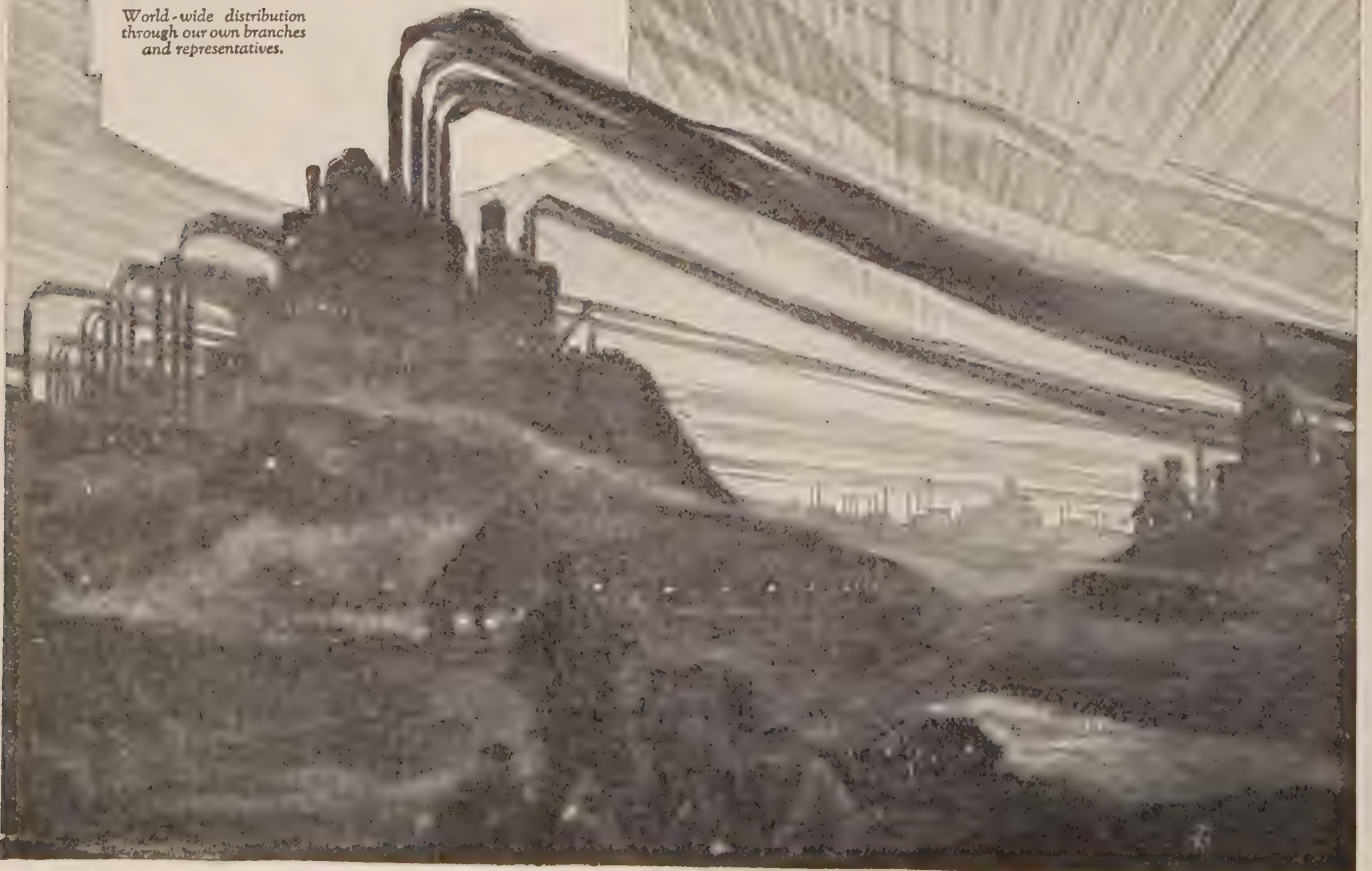
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## GRAIN DEALERS JOURNAL

Published on the  
10th and 25th of Each Month at  
305 So. LaSalle Street, Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

SUBSCRIPTION RATES to United States, semi-monthly, one year, cash with order, \$1.75; two years, \$3.25; three years, \$4.65; single copy, 10c.

To Foreign Countries within the Postal Union prepaid, one year, \$3.00; to Canada, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator men is unquestioned. The character and number of advertisements in its columns tell of its worth. If you would be classed with the leading firms catering to the grain trade place your announcements in the Journal.

Advertisements of meritorious grain elevator machinery and supplies and of responsible firms who seek to serve grain dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain trade, news items, reports on crops, grain movement, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. Address "Asked-Answered" department. The service is free.

CHICAGO, FEBRUARY 25, 1920

ARE YOU getting all the cars you care to load? If not, why not?

GRAIN on the farms will be covered by a Government report to be issued March 8.

THE DEPARTMENT of Agriculture is to be congratulated on at last having a man at its head who is in close touch and in hearty sympathy with agricultural interests. The new secretary has long been a real student of the agricultural problems of the land and should do much to help the farmers to better farm methods and conditions.

THE PERMIT SYSTEM also is in the discard. Permit for shipments to terminal markets from country points was long since revoked by the United States Railroad Administration, but now permits are no longer required for shipments between markets. If the regulators of the grain business keep on the grain trade will soon shake off its lethargy and get back to normal conditions and when it does every grain merchant will feel like pinching himself to see if he is actually alive.

AN ILLINOIS grain elevator company, whose experience is reported in this number, was put out of business by a fire. If the insurance had been written in a reliable mutual no doubt the company would be still doing business at the old stand. Many grain merchants persistently refuse to assume all the chances of the business. They hedge against market changes and insure against fire, casualty and tornado but a few inexperienced ones persist in assuming all the hazards of the business and when they encounter a difficult problem they lose out.

READERS WHO want information not found in the Journal should make use of "Asked-Answered" department. It is free.

THE U. S. Grain Corporation will receive offers of flour Mar. 2 in hope of keeping the price of wheat up to the price guarantee of the Government. It already has bountiful stocks of flour in Atlantic port warehouses, and much of this will go abroad when the foreigners can pay for it.

TRADING IN CORN for future delivery has been released from the 200,000 bushel limit and henceforth dealers will be able to buy and sell in any quantity desired, but it will be very difficult to make deliveries for some time to come, because the railroads will not get back to normal condition for a time as their cars are scattered from California to Maine.

CORN SHIPPERS who are still nursing the fond hope that they will some day be surprised with cars for forwarding their grain to market can greatly increase the chance of new corn arriving at destination in good condition by blowing it, or putting it thru a conditioner, or still better, by drying it. The germinating season is approaching and damp corn is sure to get out of condition if delayed long in transit, as many shipments will no doubt be delayed.

SHINGLE ROOFS are credited with being the direct agents of the fire fiend in the burning of the depot and grain elevator at Constantine, Mich., last week. When the fire was discovered it was but a small patch on the depot roof and the elevator roof was in its turn set on fire by sparks falling high above the heads of the fire fighters. Notwithstanding shingles frequently cause elevator fires some parsimonious grain dealers persist in covering their property with inflammable roofs.

GRAIN ELEVATOR owners whose houses are on railroad right of way will be pleased to know that the courts have not yet decided that the South Dakota elevator owner, whose plant was set on fire by locomotive sparks, is required to reimburse the railroad for damages it paid to the owners of adjacent property to which fire was communicated from the elevator. However, the case is still pending. Likewise, in Indiana, the claim of the owners of the elevator destroyed by the Wabash at Delphi and the elevator destroyed by the T. L. E. & W. at Kirkpatrick are still unpaid.

WEEVIL have caused grain elevator operators more real grief in handling the last crop than has been encountered from this cause for many years past and with the coming of warm weather the grain dealers will have even more trouble because the insects multiply very rapidly in warm weather. Elevators equipped with driers can run the insect infested grain into the driers and raise the temperature to 120 degrees and thereby kill all the insects and most of the larvae. Others will continue to use bi-sulphide of carbon, altho its use is prohibited by the mutual fire insurance companies specializing in grain elevators.

THE PREFERENTIAL order, favoring the Grain Corporation with 70% of the useable box cars has been annulled and the Grain Corporation now takes its turn with other would-be grain shippers.

HOW VERY difficult it seems for the railroad claim agents to abandon their practice of forcing shippers to accept settlement for the loss of their grain on the basis of value at point of shipment. The Courts and the Interstate Commerce Commission have both ruled against such an unfair valuation, yet some benighted claim agents persist in having the billed value control in all settlement for loss. Shippers do not need to give heed to such unfair dictation. A suit for full amount of loss based on destination value will generally bring the haughty claim agent to reason and fairness.

OCEAN FREIGHT RATES are declining as tonnage becomes more plentiful, with the result that wheat, corn and barley are now being taken to United Kingdom ports for 40c per hundred, while the carriers still ask 50c for oats. However, these rates, in the light of pre-war rates, are still sky high and taken in connection with the high price of foreign exchange, exports of grain must be small for some time to come. Europe also has great need for our grain, but it has no money and what we do ship must be paid for in products of some kind. The fact that we have plenty of grain to spare does not make it easy for us to sell it when transportation and exchange continue at such prohibitive figures.

COARSE GRAIN HANDLERS were much elated by the notice sent out this week by the United States Grain Corporation releasing them from making future weekly reports on Form WRC-1 of their operations in rye, corn, barley and oats. Licensees handling wheat will continue to report on that grain until June 1st; then they can do what they want with it and be under necessity of reporting only to themselves. If there be any dealers who are so pleased with the Government's surveillance of their operations in grain that they would like to have it continued they should immediately send a strong delegation to Washington, or else apply to the nearest Court for the appointment of a conservator for their business.

NORTH DAKOTA has attained such remarkable success in the operation of grain elevators and flour mills that the manager of the state mills has announced the building of five new mills having approximate capacity of 5500 barrels daily and grain storage approximating 2,500,000 bushels. Recent reports indicate that the state mills and elevators already in operation were losing money fast enough to gratify the wishes of even the richest tax-payers, but it seems they must have more of it before they really come to their senses. If there were a crying need for more mills or more elevators anywhere in the Northwest, then the great state of North Dakota might have been justified in doing a little building, but surely its people have no need for the mills and elevators now being planned.



IF THE RAIROADS are to get a guarantee of 5½% on their aggregate value during the two years following their return to private operation how much will the grain dealers and millers of the land get when the government releases their business again?

ELEVATOR architects and contractors are having a hearty laugh over blue prints of what purports to represent plans of a reinforced concrete terminal elevator for the great state of North Dakota. Impractical and extravagant construction, unknown even in the beginning of concrete elevators, is planned. The state would be many thousands ahead if it would quickly throw away the adopted plans and employ an experienced elevator designer to prepare plans for a modern elevator, one that can be constructed and operated economically and without waste. There is no necessity of adopting office building ideas in the construction of grain storage and handling plants.

THE COST of unloading grain from cars has been so greatly increased during the last three years that elevator operators are beginning to take notice, as is evidenced by a query in "Asked—Answered" department this number. Many elevator superintendents have complained most bitterly of their inability to obtain sufficient help to unload grain and the wages they have paid has swelled the cost of handling grain beyond reason. Grain has arrived so irregularly at receiving elevators that many superintendents have employed their track men at sweeping down and shoveling up the dust, in the hope of reducing the dust explosion hazard, as well as keeping their track crews intact. This has effected a further increase in the cost of unloading grain.

ELEVATOR CONTRACTORS who have met the demands of union carpenters and other union labor for increased wages complain that the increase in wages seems to have directly increased the cost of performing any part of the work. The men get such handsome salaries that they do not care to work more than half of the time and when on duty produce less than half of what has been the customary product for a day's work. How long our industrial concerns can survive the present waste, extravagance and inefficiency is the real problem confronting the people. Some long-nosed prophets have placed the limit at eighteen months. With such trying conditions straining every factor entering into our industrial life something must soon snap.

OFFICE STOVES cause many fires in grain elevator offices because the elevator man's pressing duties call him frequently from the office and the stove does not receive the careful attention it needs. An elevator manager at Ash Creek, Minn., who had taken the precaution to nail sheet iron tight to the adjacent wall, built up a hot fire and the sheet iron, instead of being a protection, served as a means of communication. The woodwork was set afire, but owing to the fact that the manager had taken another precaution, that of providing fire extinguishers, the blaze was quickly extinguished. That sheet iron now covers a false wall four inches from the real wall and the dead air space between refuses to communicate any heat to the woodwork.

MONTANA HAS encountered many real difficulties in its socialistic experiment of establishing a terminal elevator at Great Falls, and now that the state has advertised for bids on elevator bonds an injunction has been sued for in the Courts. This suit will tie up the proposition so long that the misguided agitators may forget why they wanted a terminal elevator at Great Falls.

WHO conceived the wasteful idea that the only way to do honor to a nation's heroes is to stop work, cease producing? People in the country towns and on the farms do not permit the city's loafing regulations to interfere with their usual industry, neither do they take all day to hang out a flag or to recall the name of the great man whose birthday is being celebrated. However, they have overlooked the fact that the city's idleness increases the cost of all citymade goods to the consumer.

### Telegraf Companies to Be Made Responsible.

The Chicago Board of Trade, with the active co-operation of other exchanges and ass'ns of grain dealers, is about to remedy a situation that has arisen with regard to the liability of telegraf companies by reason of the failure of the Interstate Commerce Commission to prescribe regulations fixing any measure of liability whatever on these public service corporations.

Recent decisions by the Supreme Court of the United States, among them that of Jan. 12, 1920, published in this number of the Journal and that of Dec. 8, published on page 66 of Jan. 10th number, have forced the grain dealers to go before the Interstate Commerce Commission with a demand that some protection be afforded against negligence.

Most of the states have statutes penalizing the wire companies; but the theory of the Supreme Court is that all these state laws fall to the ground and become a dead letter since their regulation has become a matter of federal jurisdiction. In the view of the Supreme Court it matters not that there are no federal laws imposing liability on the wire companies, the shippers who use the wires are bound by the entire tissue of fine print evasions that the wire companies, by filing with the Commission, have made as effective as law. It matters not that the members of the Commission never read the fine print conditions in the tariffs, it is sufficient that some underling of that body has perfunctorily rubber-stamped the schedules.

If the users of the wires will present to the Commission a draft of regulations fair to all concerned it will be adopted as the law, despite the strenuous objections that may be interposed by the wire companies. A few years ago the Commission was disposed to accept the dictum of the public service corporations, but more recently the Commission has detected the railroad companies, particularly, in attempts to deprive shippers of their lawful protection, and if the Commission will scrutinize the telegraf tariffs as closely as it dissected the carriers' report in Docket 9009 the wire users will have nothing to fear.

### Forcing Elevator Owners to Assume Responsibility of Railroads.

Many railroads traversing the grain surplus states, not content with assessing owners of grain elevators located on railroad rights of way with exorbitant rentals and unreasonable charges for maintenance of tracks, are seeking also thru their ground leases, to force the grain elevator owners to assume many responsibilities of railroad operation, responsibilities that belong to the company operating the railroad.

In the case of one country elevator owner, viz.: C. J. Dickson of Scotland, S. D., the C., M. & St. P. Railroad Company, thru suits in Court, attempted to force the elevator owner to reimburse the railroad company the amount of damages it had paid to the owners of property destroyed by fire communicated from Dickson's burning elevator, which the railroad did not deny was set on fire by locomotive sparks.

Elevator fires started by locomotive sparks are not always confined to the building in which fire starts. Such fires have been communicated to and resulted in the destruction of many business blocks. The railroads, thru leases which they are now striving to force upon owners of elevators located on rights of way, would make the elevator men liable, not only for damage to property, but for injury to persons occurring upon the leased ground or any tracks directly communicating therewith.

Many elevator men, without carefully analyzing the conditions of the leases presented to them, have signed, making themselves liable for damages far in excess of their ability to pay. We quote the following from a lease forced upon a country elevator operator in Illinois by the Illinois Central:

The risk of all loss, injury and damage by fire, however caused, and whether or not caused by the negligence of the Lessor, its agents or servants, being hereby assumed by the Lessee, who, in consideration of the leasing of said premises on the terms aforesaid, hereby agrees to indemnify and save harmless the Lessor from all liability for damage by fire, however the fire may originate, the risk of which is assumed as aforesaid.

The Lessee also agrees to indemnify and save the Lessor harmless from any liability, loss, injury or damage which the Lessor may incur or suffer, caused by fire which shall damage or destroy any car or cars or the contents of same while such car or cars shall be moved or remain on any track or tracks of the Lessor, provided such fire originates on said leased premises or is attributable to the occupancy thereof by the Lessee, and provided further that the said fire is not caused proximately by the negligence of the Lessor, its servants or agents.

The Lessee further agrees that he will release fully and hold and keep the Lessor harmless and will indemnify it from any and all liability or claim for damages on account of loss or injury to the property or person of the Lessee, his agents, servants, employees, licensees, tenants, lessees, patrons or the agents, servants or employees of such patrons, attributable to the operation of engines, cars or other equipment over and upon any side, spur, industry or other track connecting the said leased premises with the main line of the Lessor, or located on any part of the said leased premises.

The site covered by this I. C. R. R. lease aggregates about one-half acre of ground valued at about \$100, yet the railroad has exacted an annual rental of \$85.00. No Railroad Commission, either State or Federal, would uphold such extortion. Neither would they countenance any lease which would attempt to force the elevator owner to assume all the responsibility of railroad operation.

The provisions quoted in the foregoing are



so unreasonable, so unfair, as to be intolerable. No grain dealer who has any conception of the many serious accidents which might occur would think of guaranteeing the railroad against damages under any consideration. These sections are out of place in the ground lease and we doubt if any Railroad Commission having authority over leases of railroad right of way would permit the incorporation of such conditions in the lease. No grain dealer can afford to assume any such responsibility and none should permit these unfair conditions to be forced upon them.

The ruling and the reasoning of the Iowa Railroad Commission on the I. C. R. R. lease, published on page 1025 of the Grain Dealers Journal for Dec. 10, and on page 1121 of the Dec. 25, 1919 Journal, merit close reading by any elevator owner asked to sign away all his property.

## Promotion of Community Interests.

No wise man who has been fairly successful in any calling will voluntarily assume the worries and chances of a business or profession foreign to his experience. A successful business man seldom attempts to go it alone until he has had the advantage of long training under men of wide experience.

Many farmers have been led to desert the problems of the farm and assume many of the responsibilities of business by self-seeking agitators who had no other interest in the farmer than the commission received for sale of stock, and in many cases even these agitators have failed to work up sufficient enthusiasm among the tillers of the soil to induce them to jeopardize their hard earned money in business enterprises. Hence, it is not surprising that the farmers in the neighborhood of Pinola, Ind., should have recently decided, after investigation, that the cooperative plan of operation was too uncertain to warrant their taking over an elevator and mill which had long given satisfactory service.

Few farmers companies have succeeded in marketing their grain more efficiently than had previously been done by many of the elevator men of long experience. This casts no reflection on the elevator managers of experience, because many of them have been just as successful as individual grain dealers ever hope to be. One of the worst bars to success with the cooperative company has been the employment of inexperienced men to manage business details that are foreign to all their previous experience. Success with them is always a bare chance and a falling market generally brings them heavy losses.

Many stations are already over-supplied with elevators and the addition of one more, even tho it be owned by the grain producer, does not always result in the marketing of the district's grain at a maximum price or a low average cost. The close cooperation of grain growers with grain dealers of any district would often result in more generous and certain profits for both the experienced producer and the experienced marketer. Each understands his own problems and the limitations of his own field of activity and thru confidence and cooperation they can find new opportunities helpful to both. Men can work together far more successfully as independent

units than as a socialistic clan. If it is good that grain elevators be put on a socialistic basis then farms and all other lines of business shud be included. However, specialists will as always continue to attain the highest degree of efficiency in all lines. Generally they will profit well even tho they merely avoid the expensive blunders of the inexperienced.

## Shippers' Losses Due to Government Operation.

Experienced railroad men, who know of the plans of the railroads, are making very conservative promises regarding what they intend to do when Government operation is at an end. One retrenchment feature already planned by the C. B. & Q. calls for "increased production." Any improvement along that line will receive the hearty approval of the entire shipping public. Never since the railroads became an important factor in the transportation world has the service been so rotten as during the past eight months.

Many grain dealers have found it necessary to sell the same carloads of grain time and again and often offer them at a much reduced price, simply because they could not obtain cars to fill their sales. Shippers who have suffered loss by reason of their inability to obtain cars should make haste to file formal claims for the full amount of their loss and make sure that each claim is supported by all evidence needed to prove its validity.

All lines of business have suffered grievously by reason of the poor freight service during recent months, but the declining markets, combined with the poor service, have brought heavy losses to many would-be shippers. If any grain dealers were ever favorable to Government operation, or Government ownership of railroads, they must now be thoroly convinced that Government operation of anything makes for wanton waste and expensive inefficiency.

## I. C. Commission Upholds Rights of Shippers.

The final report by the Interstate Commerce Commission on Docket 9009, relating to claims for loss and damage of grain, published elsewhere in this number of the Journal, deals a body blow to the present practice of the railroad companies of rejecting all claims that have what they choose to denominate a "clear record."

The "clear record" is relegated by the Commission to its proper place, which according to law, is merely one of the numerous factors that must be considered in determining how much grain was loaded into the car, not the least of which is the shipper's proof of how many pounds he loaded.

This is a point that the Journal has hammered on in season and out of season, for years past, that when a shipper can *prove* how much he loaded into the car, nothing else matters. The shipper has discharged his duty when he knows that his scales are accurate, frequently tested and operated by a careful man making adequate records. His responsibility ends, as it should, when he turns over the carefully coopered car to the railroad company.

Permission is granted by the Commission for the use by shippers of a special form for grain claims instead of the one formerly recommended by the Commission, for all claims. Having no legal right to prescribe for shipper the form in which he shall state the facts of his claim the Commission could not make the grain form mandatory upon the carriers.

The carriers' practice of concealing leaking conditions by repairs in transit and of withholding bad order records from inspection by the shipper is hit by the Commission in its order that the records of carrier and shipper on disputed claims shall be open to both parties.

## Ringling Words on Labor Domination.

Speaking in the House Representatives Rep. McArthur of Oregon said recently:

A decade ago our government was fighting to regulate organized wealth—fighting to prevent organized plunderers from exploiting the nation. Today we are face to face with the ruthless demands of organized labor, whose lobbyists and henchmen swarm the Capitol in their efforts to secure special privileges and special immunities. They are not only opposing the measure in conference, but they are clamoring for two years more of government operation of the railroads at the expense of the traveling public, the shippers, and the country generally, and for the especial benefit of the railroad employees.

They are also clamoring for adoption of the Plumb plan, which would turn over the railroads, bag and baggage, to the brotherhoods and affiliated organizations, allowing the taxpayers the high privilege of putting up the deficits. These organizations today possess the power to inflict the awful conditions of a nation-wide strike upon this country. They are the most highly organized of all the trades; they have the funds to finance a big strike and the affiliations to make such a strike effective. They hold in their hands the power to bring a terrible calamity upon the American people as a weapon for enforcing their will. They hold the fortunes and very lives of millions of fellow citizens within their grasp.

Are the American people content to have any class of citizens wield such a tremendous power over the public? Are the American people willing to countenance this gigantic monopoly? Are the American people willing to subordinate their interests to the interests of the railroad men?

This House must answer these questions directly, courageously and without shirking. It is for this House to say whether this government is to be a thing of worth—the embodiment of the highest hopes and aspirations of a majority of all the people—or whether it is to be the decree of groups and factions. It is for this House, speaking for all of the American people, to say whether we shall have government by law or government by men. It is for this House to say whether it believes in the government of our fathers or in government by force. It is for this House to determine whether Lincoln's conception of government of, by, and for the people shall be discarded for government of, by, and for special interests.

The "involuntary-servitude" talk is not likely to fool anyone who has read the section in question and who knows anything about strikes and strikers. There is no merit in the bogus plea that this section of the proposed act violates section I of Article XIII of the Constitution of the United States.



Permanent Success comes only to those who lead the life of earnest endeavor.—Roosevelt.

## Asked— Answered

[Readers who fail to find information desired on any subject of interest to grain dealers should send us their query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Rule for Measuring Snap Corn?

*Grain Dealers Journal:* What rule, if any, is there for estimating snap corn by measurement?—C. W. Bleuler, Oklahoma City, Okla.

**Ans.:** No rule has been established for the measurement of snapped corn. A test could be made to determine a basis of calculation by filling a small box of known dimensions with snap corn, taking out the ears and shelling.

For ear corn the rule is: To find the number of bushels in a bin calculate the number of cubic inches in the bin and divide by 4,000. As snap corn is lighter in weight than ear corn the divisor might be 4,250 or such number as would be determined by experiment.

### Carrier Liable for Transfer in Transit?

*Grain Dealers Journal:* We have a claim on car of hay sold to the Government and shipped to New York. The car was refused at arrival on account of grade. This was the only car that didn't grade, and this was transferred somewhere en route. When it left here, it was a car of good light mixed and graded a poor No. 3 clover on arrival.

We claim some other hay was loaded onto this car, and made claim on railroad for same, but they refuse claim.—Eureka Milling & Elevator Co., Brown City, Mich.

**Ans.:** The very fact that car was transferred is evidence that other hay was delivered; and shipper can recover on proof of what was loaded.

### Demurrage on Rejected Car?

*Grain Dealers Journal:* A few weeks ago we purchased a car of choice prairie hay. The car recently arrived subject to inspection, was inspected by us, and refused on account of undergrade (very poor quality). We had the agent notify shipper that car was refused and reason for refusal. Not hearing from shipper we had agent again notify him. Two weeks later the shipper called and stated that in view of the fact that we did not notify them personally, altho they received information thru the railroad, they shall expect us to stand all demurrage, which now amounts to practically the entire worth of the car. The shipper admits that he received notice of refusal from railroad. Can he hold us liable for anything? Laser Grain Co., Clarksville, Ark.

**Ans.:** When a buyer refuses a shipment the carrier can look to the seller only for demurrage, as well as freight and other charges.

After the seller has paid the demurrage he can recover damages from buyer only in case rejection was wrongful.

### Notice of Suit to Collect Claims?

*Grain Dealers Journal:* I have found it impossible the past few years to have just claims for loss of grain against the C., M. & St. P. paid. They will neither pay them nor return my claim papers.

In future I wish to sue for each claim. Should I give the claim department notice of my claim? If so what length of time must elapse after giving notice of claim before bringing suit.

I do not wish to give them my claim papers as I cannot get them back. How would copies of them do?—Wm. G. Milne, Dell Rapids, S. D.

**Ans.:** Copies of claims papers will answer. Shipper should keep the originals.

Sufficient time should elapse for a letter to reach the claim department and be answered. Shipper can choose his own time or write the

claim department that suit will be started on a named date if no satisfactory reply is received. After suit has been started the court will inquire whether proper demand has been made and set the time for the claim department to answer.

### Oat Huller?

*Grain Dealers Journal:* Can the Journal tell me what kind of a process it is to take the hulls from oats to use as steel cut oats for feed.

I am interested in this but cannot find any one who can tell me the process or the kind of machinery to get for doing this work. I don't want it on a very large scale but would like to have a small outfit if not too expensive.—Milton Liggett, Seymour, Ia.

**Ans.:** Oats hulling machines are made by manufacturers whose addresses are given in the advertising columns of the Journal, among them C. O. Bartlett & Snow Co., and the Engleberg Huller Co.

### Railroad Must Prove No Loss.

*Grain Dealers' Journal:* We have read an article stating that the burden is on the railroad company to prove that shipments could not be lost in transit when car moves from point of origin to destination under the same seals.

Will the Journal give us the case number that we may cite the railroad company on some cases that they have declined.—Western Grain Co., Ft. Smith, Ark.

**Ans.:** In *Watson v. M., K. & T. Ry.*, 157 S. W. 438, shipper won because railroad company failed to prove that the grain had not been lost in transit. Weight at point of origin was given as 61,890 and at destination as 45,900. The car moved in good condition with seals intact.

In *E. G. Rall Grain Co. v. I. & G. N.*, 203 S. W. 798, reported fully in the *Grain Dealers Journal* July 28, 1918, page 127, the court said: "When wheat is shipped in bulk the only test is the weight. It therefore becomes necessary for the carrier to show that no wheat was taken out of the car while in its possession, and that none could leak out."

In all cases the courts hold the burden of proof on carrier; and, as it is self-evident, it is seldom stated in so many words, as was definitely done by the court in the foregoing case of *E. G. Rall Grain Co.*

### Recovery on Certified Weights.

*Grain Dealers Journal:* We wish to know, if possible, thru Questions and Answers department:

Whether the railroads as a carrier can be made to pay a claim for loss of grain in transit, amounting to 9/10 of 1%, when certified loading and destination weights are furnished by shipper and receiver, along with original invoice and B/L.

Whether the railroad, as a carrier, can rightly attribute this loss to scale variation, shrinkage and other causes beyond its control, when it is shown that the shipment was delivered with seals unbroken and no defects of record in the box equipment.

We have lost grain in transit on one out of every three cars of grain this year, and are unable to collect proper and just loss claims from the railroad. The cars furnished for grain at the out-of-way country stations are very seldom fit for grain and are seldom, if ever inspected, yet the railroad refuses to allow claims on cars that have no bad order record. Most of the cars are in such condition as to be unfit for grain loading, yet the carrier's records carry them as clear record cars. We are unable to note leaks when the car is set on our spur, yet the destination weights show that grain has leaked in transit, tho' the car is in apparent good order and with a clear record.—48th Star Mills, Albuquerque, N. M.

**Ans.:** The railroads can be and are being made to pay claims in excess of 1/4 of one per cent. Certified loading and unloading weights at origin and destination are sufficient to support claim.

The fact that there were no defects of record is not a good defense, and the Interstate Commerce Commission so states in its decision on Docket No. 9009, Claims for Loss and Damage of Grain, published elsewhere in this number of the Journal.

All claims should be kept alive by presentation to the claim department; and on those definitely declined suit should be started.

### What Does It Cost to Unload Grain?

*Grain Dealers Journal:* I would be very thankful for any information anyone can give me regarding the actual cost of unloading grain from cars. While it would be of great help to know how much of the cost was charged to interest on the investment, still for the present I would be only too happy to know what the average cost during one year's experience of any elevator has been for power, labor, and repairs to unloading equipment, the total number of cars unloaded in year, the average number of cars and the average amount in bushels unloaded per ten working hours; also whether or not unloading crews were kept in idleness between busy and slack periods or discharged.

It seems that some grain elevator companies are not keeping a close record of the costs incurred in unloading grain from cars. During recent months, or in fact during most of the present crop, the arrival at receiving elevators has been so irregular that the cost of unloading must have been greatly increased. Any light on this important subject will be most welcome. My own investigations so far prove that we have been overlooking one of our largest items of expense.—W. B. Lewis.

### Claims for Interest?

*Grain Dealers Journal:* We have filed quite a number of claims against various railroad companies for interest on drafts covering grain shipments, which grain shipments were badly delayed in transit, as you will understand the shipper is responsible for interest on drafts during the time cars are in transit, but many of our shipments were so badly delayed this season that the interest has become quite a burden.

We have filed claims with several of the railroads for excessive interest which we were obliged to pay on such cars and they have all declined to pay the interest feature, while admitting that the cars were unreasonably delayed.

To our mind there is no distinction between loss or damage suffered by the contents of a car account delay and loss suffered by that same car in money value account interest accumulated on the draft, but the roads do not look at it that way.—Maney Export Co., Oklahoma City, Okla.

**Ans.:** Interest is recoverable when claimed on all amounts that are capable of being made certain.

The McCaull-Dinsmore Co. of Minneapolis, got judgment against the C., M. & St. P. for interest from the date shipment should have been delivered, by decision of the U. S. Circuit Court of Appeals Sept. 22, 1919, published in the *Journal* Oct. 25.

Where carrier's liability was limited by B/L to value of goods at time and place of shipment, the shipper in case of partial loss could recover interest on claim under Civ. Code 328, the claim being capable of being made certain.—*Olcovich v. Grand Trunk Ry. Co.* Supreme Court of California. 176 Pac. 459.

Irrespective of statute, it is a general rule that measure of damages where goods entrusted to a carrier are destroyed is their value with interest from the date delivery should have been made.—*Southern Pacific v. Haug.* Supreme Court of Nevada. 182 Pac. 92.

The damages recoverable for delay in transportation of freight is the difference in the value of the shipment when it should have been delivered, together with a sum equal to the legal rate of interest on its value during the delay and especial damages occasioned by the delay which are the natural result of the breach of which the carrier had notice the shipper would likely sustain by reason of the detention of the property.—*Dorrance & Co. v. International & Great North R. Co.* Court of Civil Appeals of Texas. 126 S. W. 694.



**Prior Loss Not Deductible from Tax.**

*Grain Dealers Journal:* Is there any ruling or the Internal Revenue Department relative to the matter of allowing a deduction for a deficit partly made up for within the past year?

What we refer to is that in case of a corporation filing a return for the years of 1917 and 1918 showing a loss for these two years, whether or not this deficit can be deducted before computing income tax on the returns for 1919. Corporations are entitled to an exemption of \$2000 but in case of the deficit for 1918 showing more than \$4000 and same having been made up in 1919, the net gain would be about \$4000 with a \$2000 exemption leaving about \$2000 to pay an income tax on, in spite of the fact that the returns still show a net deficit of about \$2000.—Western Improvement Co., Minot, N. D.

**Ans.:** Unfortunately for merchants subjected to the vicissitudes of business the revenue act does not permit the deficit of one year to be deducted from profits of another year. Each year is separate.

**Carrier Liable on Destination Values.**

*Grain Dealers Journal:* Concerning the final decision in the McCaull-Dinsmore case regarding railroad liability, we understand this case was decided in favor of McCaull-Dinsmore Co. and that the R. R. Co. had to pay the value of the grain at time and place of delivery instead of on basis of the invoice price as specified by printed clause on back of the B/L. We understand this case was appealed to a higher court and we want to know if it has been decided. If the Journal has any decisions covering this point we would like to know of same.

We had a car of corn shipped to us from Nebraska in 1917. This car of corn was delivered, thru error, to the Arkadelphia Milling Co. of Arkadelphia, Arkansas, and same was unloaded by them. The Arkadelphia Milling Co. had a car of practically the same lumber coming to them and they supposed that the car belonged to them and proceeded to unload. Later, when their car arrived, it was found to be in heated and damaged condition and they refused to unload it. The R. R. Co. sent the car to Little Rock, Ark., where it was unloaded, conditioned and sold. We filed our claim against the Mo. P. Ry. Co. for the replacement cost of another car of corn. They offered to pay us our invoice value, which was something like \$450 less than replacement cost—and we maintain that we were entitled to another car of corn or to be reimbursed for that another car would cost us. Altho the matter is now three years old, we have never received our money, and we are in court with the matter.—Smith Bros. Grain Co., Fort Worth, Tex.

**Ans.:** The decision of the U. S. District Court of Minnesota in the McCaull-Dinsmore Grain Co. case was appealed by the C., M. & St. P. Railroad Co. to the United States Circuit Court of Appeals, and there reaffirmed in favor of the shippers. (See page 767 of the Grain Dealers Journal for Oct. 25, 1919.)

Under the Cummins amendment to the Interstate Commerce Act the liability of the carrier is so unquestionably on destination value that the railroad companies have absolutely no hope of an appeal to the United States Supreme Court.

So certain is the liability on destination that the Interstate Commerce Commission has ordered the railroad companies to use a new form of B/L allowing damages on destination value. To one at all interested in this question should it read the decision of the Interstate Commerce Commission prescribing the new B/L as fully published on pages 788 and 789 of the Grain Dealers Journal of May 10, 1919.

The Commission says of the clause limiting liability to invoice value "it is unlawful and void." "We condemn it and direct its complete elimination."

In view of the fact that the defendant is dragging out the claim an unreasonable time Smith Bros. will do well to include interest from the date the shipment should have been delivered. In due course of time they will recover full destination value, with interest.

**To Get Rid of Weevil.**

*Grain Dealers Journal:* Will the Journal please advise the best method to rid our elevator of weevil? We have heard that whitewashing with lime and carbolic acid would kill them. Is this true?

We noticed, also, that formaldehyde was effective. If this is the best method please state how it should be used.—Perry, McCann & Mitchell, Paris, Ky.

**Ans.:** Whitewashing with lime and carbolic acid will kill the insects on the walls of bins, but those infesting the mass of grain in the bin can be reached only by a gas.

The only practicable way to procure formaldehyde is in a 40 per cent solution in water, and as throwing water on grain is highly objectionable formaldehyde can not be used when the grain is to be kept in store, however well it may be adapted to treating wheat just before seeding.

Hydrocyanic acid gas is the sure death to all insect life and eggs of every description. It has the advantage over carbon bisulfid of not being explosive when mixed with air. The Grain Dealers Fire Ins. Co. does not permit the use of carbon bisulfid, for reasons stated in the Journal Nov. 10, page 848.

For detailed instructions on the use of both hydrocyanic acid gas and bisulfid of carbon see page 524 of the Journal for Sept. 25.

**Getting Posted on Legal Rights.**

*Grain Dealers Journal:* For years I have been a close reader of your department devoted to Supreme Court Decisions, and I feel that I have greatly profited by such reading. I would like to get other information bearing on the grain business. Can you supply me with all the decisions you have printed, say, in the last fifteen years? Are there any other books containing legal information of similar character that would help a grain dealer to a clearer understanding of his rights in every controversy?

I am taking up a law course, intending to get posted on the grain business and with a hope of making myself proof against illegal or loosely drawn contracts. I am convinced that every grain dealer would be a better grain merchant if he would become a close student of grain trade law.—W. A. C., White Tail, Mont.

**Ans.:** It has long been our practice to publish brief digests of all Supreme Court decisions bearing on the grain business. Of the decisions bearing on the rights of shippers, 619 were classified and indexed in a book entitled "The Grain Shipper and the Law." It is the only book that would give you much special information on the legal rights of grain dealers.—Editor.

**Failure of Gravity Loading Spout.**

*Grain Dealers Journal:* In reply to B. E. Morgan of Rossville, Ill., asking on page 258 of the Journal for Feb. 10th for a remedy for a loading spout that failed to work, I enclose a sketch with a new arrangement of scale, hopper and spout, shown by dotted lines, that should work successfully.

From experience with a gravity loader I know that it is not practicable to use the direct down drop recommended by the engineer. Grain will run on a 45-degree angle better than on any other angle, as the grain will lay to the bottom of the spout and will move with so much more force. Where it drops straight down it will spread in the air and lose its force.

In using an automatic scale in loading direct from the scale to the car it is necessary to have a hopper below the scales which will hold several dumps, with a cutoff slide to regulate the flow to a steady one. The hopper is shown at H in the engraving and the slide at C.

Dropping the grain in a slug is the principal cause of the failure of the loader as first arranged, together with the spout being too steep.

Arranged as in the dotted line sketch and with a flexible spout placed in the car so it will have a gradual curve the car can be loaded with very little if any shoveling. Light grain, or that containing much moisture, may have to be shoveled for 10 to 15 minutes in each end of car at the last.

A hopper is needed below the scales to hold several dumps in case of a choked spout and to prevent clogging the scales when the cutoff is not properly adjusted.—C. E. Still, Piasa, Ill.

**Tax Only on Actual Capital?**

*Grain Dealers Journal:* Would like a little advice on how to be assessed. The Farmers Union Gr. Co. took possession of this elevator on Nov. 18, 1919. They organized with a paid up capital of \$20,000. The building and ground cost \$17,000. On Jan. 1, 1920, we had borrowed \$14,500 to handle our business. On what basis do we pay taxes on the paid up capital of \$20,000 or on total money invested, \$34,500?—Farmers Union Grain Co., Lake View, Ia.

**Ans.:** Taxes are computed only on the actual capital invested, \$20,000; and in any event the tax probably will be nothing, as the earnings would be small in such a brief time, and as there is a credit allowed of 8% on \$20,000, or \$1,600, plus \$3,000 excess profits exemption, or \$4,600, besides a credit of \$2,000 on income tax.

**Calculating Load from Test Weight.**

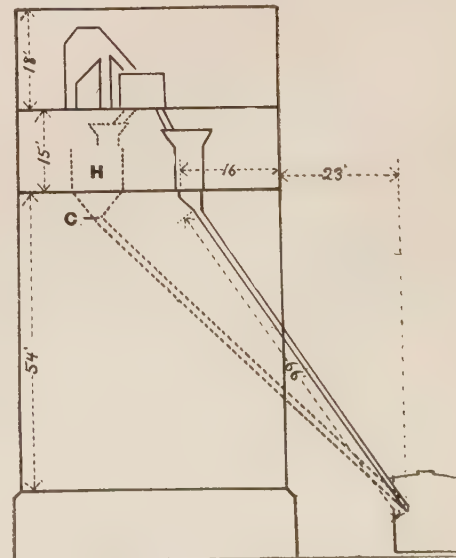
*Grain Dealers Journal:* Can the Journal tell us how to determine the number of cubic feet in a bushel of wheat, corn, oats, rye, and barley? On all the grain that is shipped us from country shippers in the west, we look up the capacity of the car in the Railway Equipment Register, and this Equipment Register gives the number of cubic feet in the car if it is level full.

We thought if we could determine the number of cubic feet in a bushel of wheat, corn, oats, etc., of the various test weights per bushel, that we could very closely estimate the amount of the various grades of grain that a shipper could get into a straight carload, provided he loaded it level full.

A country shipper shipped us some time ago, a car of oats; the capacity of the car was 80,000 lbs. It was 40 ft. 5 in. long, 8 ft. 7 in. wide, 8 ft. 1 1/4 in. high. These were the inside dimensions, and the cubic feet capacity of this car loaded level full was 2811. The shipper claims that he got 89,100 lbs. of 35-lb. No. 2 white oats in this car, and judging from the cubic feet capacity of the car, we hardly believe that he could have possibly gotten in that many oats. The car weighed out at Buffalo, 70,210 lbs., or a shortage of 18,890 lbs. from shipper's weight.—Eastern Receiver.

**Ans.:** Estimates of the quantity of grain contained in cars or bins can be made with remarkable accuracy when both the dimensions of the bin and the test weight of the grain are known.

An example is the periodical examination of the contents of the bins in the public elevators of Chicago by a com'tee representing the bankers and the Board of Trade to ascertain whether the bins contain the amount of grain



Good and Bad Gravity Spouts.



called for by the warehouse receipts. The measurements check up closely with the actual weights.

In the case of the car in question the test weight of 35 lbs. means that 35 pounds would be contained in a bushel, which is 2,150.42 cu. ins. Therefore to get the actual weight in the car in pounds divide the number of cubic inches in the car by 2,150.42 and multiply by 35.

The procedure is the same with other grains, using the different test weights, as for wheat the multiplier might be 55.

The cubic content of the car, 2,811 ft., is equal to 4,857,408 cu. inches; dividing by 2,150.42 gives 2,258 measured bushels, and multiplying by 35 gives 79,030 lbs. as the approximate contents. The actual weight would be less than this according to the distance from the roof to the surface of the grain, so that the outturn weight was probably correct.

## Letters

[Here is the grain dealers' forum for the discussion of grain trade problems, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication. It may draw out the views of others.]

### Big Car of Corn at Memphis.

*Grain Dealers Journal:* Recently I received a car of white corn from Illinois on consignment which contained 123,810 lbs. No. 3 white corn and same was sold at \$1.61 Memphis. I believe this is the largest car of corn ever shipped to this market.—E. E. Buxton, Memphis, Tenn.

### Must Reduce Cost of Unloading Grain.

*Grain Dealers Journal:* Parties operating grain elevators have been confronted with some very serious problems in the cost of operation during the last few years. One of the most serious problems has been the unloading of cars. This has been increasingly difficult because of the shortage of help and the inefficiency of the shovelers.

This trouble has been aggravated considerably by the railroad situation as the movement of cars has been anything but uniform. This condition necessitated the holding at practically all times of a large gang of shovelers, in order to handle the cars promptly when they are received. During slack times it has been the custom to keep these shovelers on the payroll in order to have them when they were needed, and in order to give them something to do, they are employed when not unloading cars, in cleaning up the elevator.

These men realizing that they were primarily employed to unload cars as a rule do not work very industriously cleaning up the plant, and on account of their inefficient service while engaged in cleaning up the plant, a large part of their expense is really part of the unloading charge. It is generally conceded that if several men were employed constantly in cleaning up the plant as they should be, they would become more efficient. It would not be long before the superintendent would know just how much work they could do in a day and he would arrange their work accordingly so that it would be a good check on the men. However, this is not always possible as some work has to be found for the shovelers when they are not actually engaged in unloading cars.

There is considerable merit in having men constantly engaged in cleaning up the plant as in this manner the volume of dust in the plant is always the same and the danger of explosion is at a minimum all of the time. On the other hand if the dust accumulates until the shovelers find time to clean it up the explosion hazard is considerably increased and this procedure is in disfavor.

I have no doubt that the various elevator Superintendents have worked out and adopted

various methods of keeping down the cost of unloading and sweeping but what? It is necessary that some advance be made along this line. Operators must keep an accurate account of their cost of unloading. How much does it cost per car of grain unloaded?

Auditor J. F.

### Cars Needed Badly in Iowa and Nebraska.

*Grain Dealers' Journal:* The car situation in our territory is desperate. Elevators in Iowa and Nebraska are reported to be full of corn and many dealers are unable to buy corn from farmers in their territory because they have no place to put it. This condition has been serious ever since the new crop of corn was harvested.

The corn here is very wet and with these elevators full of this wet corn, a few days of warm weather which we usually expect at this time of the year, is going to entail a great loss to the country grain trade.

For some time past we have been bending every effort to get cars for country shippers in our territory. We believe you will be interested and hope that you will see your way clear to support our campaign for more cars for this territory. Publicity on this question, we believe will get results. The country shippers need and want your help.—Yours sincerely, Black Hawk Grain Co., Omaha, Nebr.

### Inexperienced Managers.

*Grain Dealers Journal:* The directors of many farmers elevator companies going into the grain business think that anyone who is capable of weighing, dumping and loading out grain is competent to manage an elevator, but the company in which I am a stockholder reported at the annual meeting Jan. 31 a profit of about \$100 on a \$90,000 business.

Not a member of this board would think of employing an inexperienced man to manage their private affairs, but will risk their money and that of the other stockholders in the hands of a greenhorn. It takes experience and intelligence to run even a country elevator.—A Stockholder, Tennant, Ia.

**Editor's Note:** It is immaterial whether a farmer's elevator pays dividends, as the purpose is to cut down the cost of distribution of the grain from producer to consumer. The small net earnings of \$100 may be due to any one of several reasons. If the poor results were due to paying too much for the grain the manager would be carrying out the purposes of the organization. If the small net was due to selling the grain too cheap to the terminal market the manager would be guilty of gross incompetence in the eyes of the stockholders.

Many a manager who is honest is nevertheless losing money because he does not know how to improve the grades or where to ship to the best advantage.

### A Letter Which Broke Tears to the Receiver.

*Grain Dealers Journal:* Cars are scarce in Colorado and have been for much of the last crop moving period, so many shippers have had contracts cancelled before they were able to load grain sold. The rotten service on the part of the U. S. Railroad Administration is alone to blame.

Buyers would have been glad to have received the grain and would have quickly passed it on, but of course can not be expected to pay November prices for grain not delivered during that month but not delivered until February. One manager who sold a car of rye a second time and at reduced price waxed wroth because of the loss forced upon his company by the railroad in the following epistle:

GENTLEMEN

I LOADED out the car of rye yesterday (3) and it sur is a dandy car of rye, and have sent the bill of lading to Denver. Also a affidavit to wate, loaded 1641 bushels in the car and drew a side draft for \$2371.00. Now I don't see whair

a party that buys a car subject to the condition of obtaining a car too the time desired may elaps and yet if the price still grows up you expect the selling party to stand hitched, no I have loaded the car out a head of other orders. And whair I sell a car own track hear I have had to pay for any inspection, nor will I of this one. I consider that the Grain Dealer would be better off if they wasent bothered quite so mutch when grain was growing up a slide out when it gows down I consider that when you cansaled the \$1,56, bid you should respected my wish as I asked for a total cancellation of the order, Now as it is loaded a out it gowes And if the remarks doesant suit whitch it isent likly to you will do me a favor not to molest us any moar. As this is the second unplesant transaction with your firm And i have had a place of markets that has always bin satsafactory. My only desair is to see the people i repesent have justes as thay are the backbone of business and the country will wa up to it som day, And thay will have the respect that is justly do them.

Maneger.

### Against Bisulfid of Carbon.

*Grain Dealers Journal:* While either bisulfid of carbon or hydrocyanic acid gas will rid an elevator of weevil and other insects, you believe that they are too dangerous to put in the hands of every Tom, Dick and Harry. Bisulfid of carbon is highly explosive and inflammable, and for those reasons should not be used around elevators. The policy form which has been adopted by the mutual companies prohibits the use of bisulfid of carbon. It reads "This policy shall be void if the assured does now, or hereafter keep use or allow bisulfid of carbon in any of the buildings described in this policy."

Hydrocyanic acid is very dangerous to life and for that reason we believe that that, too, should be prohibited.

Where weevil or other insects infest an elevator, the application of a little kerosene grease, we believe, is about as effective as anything else. If the elevator is thoroughly cleaned, and especially nooks and corners that are the nesting and breeding places of insects, and then a disinfectant, such as formaldehyde, is sprayed into the house, we believe good results could be accomplished. Where grain is infested, if it is run over a cleaner most of the insects will be pulled out with the chaff and dust. If this, then, is taken away and burned, most of the pests can be destroyed, in quick fashion. We have many inquiries from our policyholders on this subject, and to all of them we have suggested cleanliness and formaldehyde.—J. J. Fitzgerald, assistant sec'y Grain Dealers National Fire Ins. Co., Indianapolis, Ind.

TERMINAL elevators would soon be filled if the railroads would furnish cars.

THE WHEAT crop of France, according to late cables, is officially reported at 177,978,000 bus. in 1919; against 225,736,000 in 1918. The average crop is 272,000,000, leaving a shortage to be made up by imports.

ONLY THREE per cent of the 2300 farmers asked the question, "What agency is most helpful to the farmer," said they received most help from bulletins and agricultural reports. County agents and the agricultural press were credited with being far more helpful.

A RECENT BULGARIAN LAW has instituted a consortium to control the export domestic trade in grain and grain products. No restriction is placed on the sale or purchase of grain or grain products when they are for personal use. Licenses are required for any other handling and for exportation. Under this law grain includes wheat, rye, barley, oats, corn, millet, buckwheat, and mixtures while grain products include flour, ground millet, alcohol and beer. Bran and groats are not to be exported. This control is to extend until August 1, 1920. Bulgaria normally requires from 3,000,000 to 3,500,000 tons grain for home consumption while the last crop amounted to 5,000,000 tons. This will leave 1,500,000 to 2,000,000 tons available for export, says Charles d'affaires C. S. Wilson.



## Wire Companies Under Interstate Act.

The Supreme Court of the United States on Jan. 12, 1920, in the suit of Peter Boegli against the Western Union Telegraph Co., reversed the decision of the Supreme Court of Indiana and gave judgment in favor of the telegraph company.

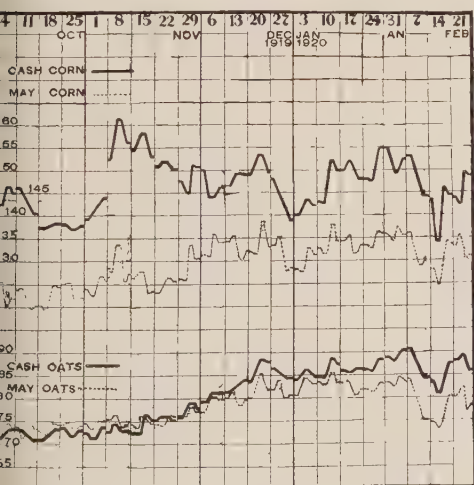
In the state court Boegli got judgment for failure to deliver promptly a message from Illinois to a point in Indiana.

The Supreme Court held, "we are of opinion that the provisions of the statute bringing telegraph companies under the Act to Regulate Commerce as well as placing them under the administrative control of the Interstate Commerce Commission so clearly establishes the purpose of Congress to subject such companies to a uniform national rule as to cause it to be certain that there was no room thereafter for the exercise by the several states of power to regulate, by penalizing the negligent failure to deliver promptly, an interstate telegram and that the court below erred therefore in imposing the penalty fixed by the state statute.

We do not pursue the subject further since the effect of the act of 1910 in taking possession of the field was recently determined in exact accordance with the conclusion we have just stated. Postal Telegraph Cable Co. v. Warren-Godwin Lumber Co., —, 40 Sup. Ct. 69. That case, indeed, was concerned only with the operation, after the passage of the act of 1910, of a state statute rendering illegal a clause of a contract for sending an interstate telegram limiting the amount of recovery under the conditions stated in case of an unreported message; but the ruling that the effect of the act of 1910 was to exclude the possibility thereafter of applying the state law was rested, not alone upon the special provisions of the act of 1910 relating to unreported messages, but upon the necessary effect of the general provisions of that act bringing telegraph companies under the control of the Interstate Commerce Act.—40 Sup. Ct. Rep. 167.

## Cash Corn and Oats Fluctuations from Sept. 29 to Feb. 21.

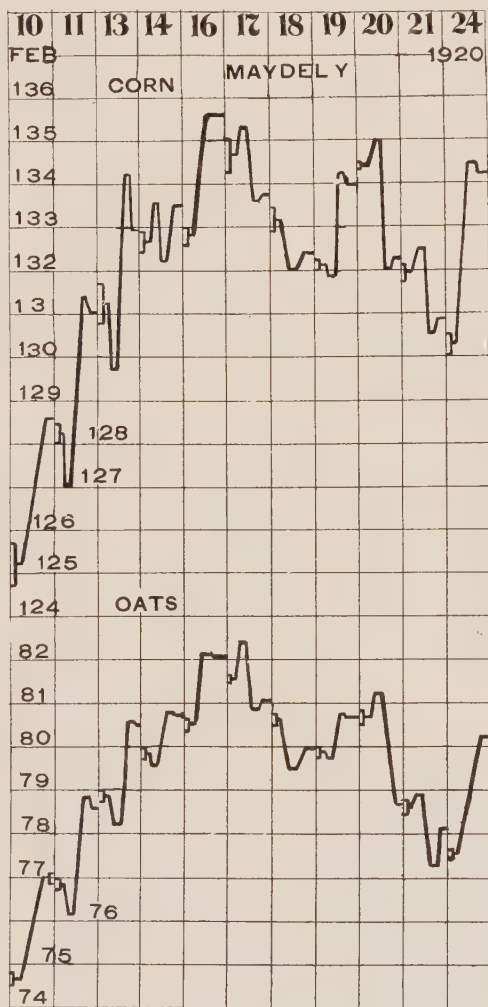
Opening, high, low and closing average prices of No. 2 mixed corn and No. 2 white oats at Chicago each week are given on the chart herewith. The daily average is used in charting; actual prices were made each day several cents above or below extreme charted. The May future is shown by the dotted line for comparison.



A STRANGE SICKNESS caused a shipload full of cotton seed to drift ashore on the English coast near the Isle of Wight before assistance which had been signaled for could reach it. The boat was the Calumet, manned entirely by Brazilians, who were all so ill that they could not handle the boat. The port medical officer from the Isle of Wight was unable to diagnose the case. Already one man of the crew has died. It is a fact that most grains and seeds give off poisonous gases when deteriorating.

## Chicago Futures

Opening, high, low and close on corn and oats for the May delivery at Chicago for two weeks past are given on the chart herewith.



## Daily Closing Prices.

The daily closing prices for oats and corn for May delivery at the following markets for the past two weeks have been as follows:

	MAY OATS.											
	Feb. 10.	Feb. 11.	Feb. 13.	Feb. 14.	Feb. 16.	Feb. 17.	Feb. 18.	Feb. 19.	Feb. 20.	Feb. 21.	Feb. 22.	Feb. 23.
Chicago	76½	78½	80¼	80½	82	81	79½	80½	78¾	78	80½	80½
Minneapolis	75½	77½	77¾	79½	80½	79¾	78½	79½	77¾	76½	79½	79½
St. Louis	78½	81	82	82¾	84½	82¾	82¼	82¾	81¼	80½	83	83
Kansas City	76½	78½	79½	80½	81¼	81½	79½	80½	78½	78	80	80½
Milwaukee	77½	78½	79½	80½	82	81½	80	80½	78½	78½	80½	80½
Vinnipeg	90	91½	92¾	93½	95	94¾	94¼	95½	94¾	94¼	95½	95½
	MAY CORN.											
	Feb. 10.	Feb. 11.	Feb. 13.	Feb. 14.	Feb. 16.	Feb. 17.	Feb. 18.	Feb. 19.	Feb. 20.	Feb. 21.	Feb. 22.	Feb. 23.
Chicago	128½	130½	132½	133½	135½	133½	132½	133½	132½	130½	134	134
St. Louis	131	133½	135½	135½	137½	136½	134½	136½	134½	133½	136½	136½
Kansas City	129½	131½	133½	134	135½	134½	132½	133½	132½	131½	134	134
Milwaukee	128½	130½	132½	133½	135½	134½	132½	134	132½	130½	134½	134½

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

M. P. 80072 side tracked at Rolfe, Ia., Feb. 23, was leaking on one side and at one end.—P. M. Lothian, helper Charlton & Larson Grain Co.

C. & N. W. 61392 passed thru Templeton, Ind., Feb. 23, leaking oats thru sheathing and floor at corner of car. Helped brakeman repair best we could.—E. H. Stembel, Kennedy Bros.

N. P. 46147 going south on C., St. P., M. & O. passed thru Emerson, Neb., Feb. 18, leaking oats. Seal was No. 2208.—J. F. Forristal, mgr. Farmers Co-operative Co.

C. P. 46374 going south on the C., St. P., M. & O. passed thru Emerson, Neb., Feb. 18, leaking oats at end. There were no seals on the car.—J. F. Forristal, mgr. Farmers Co-operative Co.

N. K. & P. 25188 going south on the C., St. P., M. & O. passed thru Emerson, Neb., Feb. 18, with side bulged and leaking corn badly. Corn could be seen from the side of car.—J. F. Forristal, mgr. Farmers Co-operative Co.

N. P. 37386 going south on the C., St. P., M. & O. passed thru Emerson, Neb., Feb. 18, with end bulged and side broken. It was leaking corn from the side.—J. F. Forristal, mgr. Farmers Co-operative Co.

G., H. & S. A. 33986 passed thru Cerro Gordo, Ill., Feb. 14, leaking yellow corn at side of car at broken door post. I notified crew, but it was impossible to repair.—C. A. Stout, mgr. C. A. Stout & Co.

Erie 109284 passed thru Hartley, Ia., Feb. 10, leaking yellow corn at side and end. I notified conductor and fixed up the side the best we could. Car was on the C., M. & St. P. Ry.—C. H. Betts.

Quebec Central 556 passed thru Prairie City, Ia., Feb. 9, leaking yellow corn at the side on account of loose siding. It had a burlap and board patch but it was not holding.—Prairie City Grain Co.

I. C. 37001 was set out at Stanwood, Ia., Feb. 5 leaking oats at the doorpost. I reported it to the railway agent.—J. P. Christianson, mgr. King-Wilder Grain Co., Stanwood, Ia.

C. R. I. & P. 39936 passed thru Prairie City, Ia., Feb. 4 leaking mixed corn over the draw bar. I notified the train crew but they pulled out without stopping leak.—Prairie City Grain Co.

C. R. I. & P. 54921 passed thru Jefferson, Ia., leaking oats at the door on Jan. 29.—D. Milligan Co.

C. S. P. M. & O. 27708 was seen leaking white corn at door and at the side of car at Fowler, Ind., on Jan. 28.—Farmers Grain Co.

B. & O. 78637 passed thru Waukomis, Okla., Jan. 28, leaking wheat badly at end of car.—G. M. Lovell, mgr. El Reno Mill & Elevator Co.

C., R. I. & P. 36516 passed thru Julian, Neb., on Jan. 26, leaking oats at a side board which was loose.—E. R. Allgood, mgr. L. W. Sage Elevator.

## Our Callers

U. F. Clemons, Marshall, Okla.  
 Ferris E. Gaines, Crete, Ill.  
 J. A. McCreery, Peoria, Ill.  
 A. T. Ward, Townsend-Ward Co., Fostoria, O.  
 A. W. Carver, Davenport, Ia., representing  
 Moses Rothschild Co., Chicago, Ill.  
 Ira J. Milligan, Syracuse, N. Y., special agent  
 Pennsylvania Millers Mutual Fire Insurance Co.,  
 Wilkes-Barre, Pa.  
 J. J. Fitzgerald, sec'y Grain Dealers Fire Insurance Co., Indianapolis, Ind.  
 C. R. McCotter, Grain Dealers National Fire Insurance Co., Omaha, Neb.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome. Let us hear from you.

### ALABAMA.

Falkville, Ala., Feb. 20.—Farmers of this section sowing spring oats, this being the first farm work done since Fall. The scarcity of corn and the high price of hay will insure a large acreage of oats.

Troy, Ala.—Only a limited amount of grain grown here. Farmers are diversifying crops more and more each year and the probability is that we will have much more grain in the next few years than we have now.—Geo. M. Cox, sec'y-mgr., Board of Commerce.

### COLORADO.

New Raymer, Colo., Feb. 21.—Growing crop of wheat looking fine; plenty of moisture at present.—Pawnee Farmers Elevtr. & Supply Co.

### ILLINOIS.

Springfield, Ill., Feb. 25.—Snow covers the ground only in the extreme northern part of the State. The condition of winter wheat is poor to good; it averages fair. Some fear that it has been injured by the recent cold. Plowing continues in Union County. The roads vary from poor to excellent.—Clarence J. Root, Meteorologist, Dept. of Agriculture.

Springfield, Ill., Feb. 18.—There is now a snow cover only in the extreme north. Some reporters claim wheat damaged by cold; others say not. The condition is poor in the south, but late wheat is in fair to good condition in the northern and central counties. In the extreme south plowing for oats has begun.—Clarence J. Root, Meteorologist, Dept. of Agri.

### KANSAS.

Kismet, Kan., Feb. 20.—Wheat beginning to need moisture.—G. A. Bayha.

Kismet, Kan., Feb. 14.—Prospects pretty promising for a good crop.—F. A. Prater, act. mgr. Reno Grain Co.

Sedgwick, Kan., Feb. 15.—Wheat plant in good healthy condition but not much growth as yet; acreage small; not lacking moisture.—G. E. Heald.

Plains, Kan., Feb. 20.—Crop prospects very poor at present; ground very poor; lots of volunteer wheat which is thick and will take lots of moisture to make a crop. Farmers planting barley but ground too dry to sprout it.—Plains.

### TEXAS.

Waxahachie, Tex., Feb. 7.—No wheat this year account of rainy weather.—D. H. Thompson.

THE PRESENT outlook for the marketing of the whole of America's surplus before next July is not particularly bright, although we do not for one moment suppose that Argentina and Australia can supply anything like a sufficiency to furnish the bulk of the European wants, even though stern necessity cuts them down to the very lowest point compatible with safety.—Broomhall.

### Coming Conventions.

Mar. 10, 11, 12. Kansas Farmers Co-Operative Grain Dealers Ass'n at Salina, Kan.

May 11, 12.—Illinois Grain Dealers Ass'n at Decatur, Ill.

May 18, 19. Oklahoma Grain Dealers Ass'n at Oklahoma City, Okla.

May 26, 27, 28. Kansas Grain Dealers Ass'n at Wichita, Kan.

June 7, 8 and 9.—The Southern Seedsmen's Ass'n at Jacksonville, Fla.

June 22, 23, 24. American Seed Trade Ass'n at Milwaukee.

June 21.—Wholesale Grass Seed Dealers Ass'n at Milwaukee, Wis.

Oct. 10, 11 and 12.—Grain Dealers National Ass'n at Minneapolis, Minn.

### Late News.

Monroe, Wis.—The Monroe Roller Mills, are contemplating the installation of an elevtr. leg and conveyor machinery.

Sharon Center, O.—The Sharon Center Co-op. Elevtr. Co. has bot the elevtr. of Brown & Haight. —C. A. Hoover, sec'y Medina Farmers Exchange Co.

La Fayette, Ind.—The La Fayette Flour Mill which burned Feb. 12, was one of the oldest plants here, having been used as a hominy mill for many years. It burned in 1915 and was immediately rebuilt and re-equipped with up-to-date machinery. The present loss is placed at \$150,000 which is only partially covered by insurance. A large stock of corn was rendered practically useless. The plant includes a grain elevtr. also.

### MEMPHIS LETTER.

The Craig Distributing Co. has been organized here to job in grain, flour, hay and mixed feeds. The men interested have organized with a \$25,000 capital stock under the Tennessee laws. R. M. Craig is pres. and gen. mgr. J. R. Fair is vice-pres. R. C. Davis is sec'y. The two latter are also interested in the Charleston Milling Company of Charleston. C. Y. Craig will serve as treas. He was formerly engaged in the brokerage business. A full line of foods will be carried. Business will be begun not later than March 1. Offices have already been installed in the Falls Building, where they will remain until permanent quarters have been fitted up.

Indianapolis, Ind.—The following concerns have been elected to membership in this Ass'n: Fairchild Grain Co., Tefft, Ind.; Plainfield Mfg. Co., Plainfield, Ind.; Kouts Elevtr. Co., Kouts, Ind.; F. J. Townsley Elevtr. Co., Eminon, Ind.; Cliff W. Wilson, Sullivan, Ind.; Lincoln Grain Co., Lincoln, Ind.; Farmers Elevtr. Co., Jamestown, Ind.; H. H. Crawford, Mitchell, Ind.; Farmers Elevtr. Co., Marshall, Ind.; Farmers Co-Op. Co., Centerville, Ind.; Auburn Grain, Hay & Coal Co., Auburn, Ind.; Fuhrer-Ford Mfg. Co., Mt. Vernon, Ind.; N. W. Mattix & Co., Frankfort, Ind.; Boyleston Grain Co., Boyleston, Ind.; Williams Equity Exchange, R. R. 7, Decatur, Ind.; Arndt-Weinkauff Grain Co., Hamlet, Ind. Receivers Henry Fruechtenicht and Louisville Milling Co., Louisville, Ky.—Chas. B. Riley, sec'y Indiana, Grain Dealers Ass'n.

EVERYONE identified with the grain trade recognizes the crying need for more grain storage and faster handling facilities at the Atlantic seaports, but the railroads persist in ignoring their own and the grain trades' needs. The nearsighted railroad officials prefer to use box cars for storing grain and to pay more than the cost of an elevator for damages caused by their delay.

### Exports of Grain Weekly.

Bus., 000 Omitted.

	Wheat.		Corn.		Oats.	
	'19-20.	'18-19.	'19-20.	'18-19.	'19-20.	'18-19.
July 5.....	1,504	539	20	910	693	2,187
July 12.....	3,851	382	23	731	1,617	1,841
July 19.....	3,393	144	93	571	757	2,482
July 26.....	1,112	413	45	103	1,142	2,581
Aug. 2.....	3,067	543	9	219	2,319	2,614
Aug. 9.....	3,651	1,419	74	182	891	1,656
Aug. 16.....	2,620	1,809	44	673	1,584	1,437
Aug. 23.....	4,445	3,504	67	135	2,141	1,438
Aug. 30.....	6,072	2,938	264	253	1,576	1,027
Sept. 6.....	3,848	3,452	118	153	1,474	1,125
Sept. 13.....	7,475	3,739	42	375	1,411	2,356
Sept. 20.....	6,343	4,409	148	145	1,358	3,657
Sept. 27.....	4,690	5,088	29	289	557	2,914
Oct. 4.....	5,917	5,532	33	153	1,422	2,704
Oct. 11.....	2,485	4,078	28	52	1,007	2,439
Oct. 18.....	2,830	4,200	18	38	1,164	4,478
Oct. 25.....	2,920	4,143	9	31	131	5,056
Nov. 1.....	2,458	2,513	10	36	406	2,934
Nov. 8.....	3,856	4,117	23	5	1,017	3,005
Nov. 15.....	5,994	3,471	69	5	593	3,836
Nov. 22.....	4,629	4,005	21	140	957	3,661
Nov. 29.....	3,781	7,560	39	114	108	3,335
Dec. 6.....	6,226	10,900	16	159	877	3,267
Dec. 13.....	3,674	7,740	16	220	904	3,288
Dec. 20.....	4,639	3,674	10	11	540	1,836
Dec. 27.....	2,522	4,765	25	208	159	1,873
Jan. 3.....	5,161	3,600	46	61	394	2,198
Jan. 10.....	4,554	4,404	62	104	306	3,206
Jan. 17.....	3,650	5,013	106	119	155	3,100
Jan. 24.....	1,980	3,661	188	113	380	3,155
Jan. 31.....	1,992	1,884	84	28	731	558
Feb. 7.....	1,374	2,947	234	418	643	840
Feb. 14.....	2,018	5,684	207	120	926	1,315
Feb. 21.....	1,932	3,209	138	37	125	1,298
Total since						
July 1.....	126,963	126,475	2,358	6,911	30,563	84,827

## Grain Movement

Reports on the movement of grain from farms to country elevator and movement from interior points are always welcome.

### COLORADO.

New Raymer, Colo., Feb. 21.—All wheat move from farms; shipping in all kinds of feeds this spring.—Pawnee Farmers Elevtr. & Supply Co.

### ILLINOIS.

Mendota, Ill., R. No. 38, Feb. 17.—Grain movement fairly good considering car shortage.—W. H. Marks.

Chicago, Ill., Feb. 15.—Wheat movement for week ending Feb. 13 in comparison with figure for same period a year ago: Wheat receipts from farms, 4,183,000 bus. in 1920 compared with 5,171,000 bus. in 1919; wheat receipts from farms previous week, 3,887,000 in 1920 compared with 5,842,000 bus. in 1919; wheat receipts from farms June 27th to February 13th, 690,327,000 bus. in 1920 compared with 683,761,000 bus. in 1919; total stocks wheat all elevators and mills 195,718,000 bus. in 1920 compared with 333,403,000 bus. in 1919; total stocks wheat all elevators and mills previous week, 202,330,000 bus. in 1920 compared with 242,729,000 bus. in 1919; change for week decrease of 6,612,000 bus. in 1920 compared with 9,326,000 bus. in 1919. Exports of wheat July 1st, 1919, to Feb. 13th, 1920: Wheat, 86,927,000 bus. compared with 117,029,000 bus. last year for the same period.—United States Grain Corporation, Howard B. Jackson, 2d vice-pres.

### INDIANA.

Servia, Ind., Feb. 18.—Not much grain moving feed in good demand.—Piercie H. Heeter, mgr. Servia Elevtr. Co.

### IOWA.

Orange City, Ia., Feb. 14.—About 60 to 70% of the crop has been moved. We had 16 cars of corn shipped in October, which seldom happened.—H. Eggink, mgr. Farmers Elevator Co.

### KANSAS.

Plains, Kan., Feb. 20.—Very little wheat in farmers hands. Elevtrs. have been receiving a few cars but elevtrs. are still full of grain.—Plains.

Kismet, Kan., Feb. 14.—About ¾ of present crop has been marketed and about ½ of spring crop has been hauled in also.—F. A. Prater, act. mgr. Reno Grain Co.

Sedgwick, Kan., Feb. 15.—Not much inclination on part of farmers to sell at present prices; most have money in bank and are not forced to sell. Weather cold, dry and clear; roads good; very little feeding.—G. E. Heald.

### WISCONSIN.

Milwaukee, Wis.—Receipts of grain at this market for January were as follows: Wheat 399,320 bus.; corn, 1,327,460 bus.; oats, 2,024,36 bus.; barley, 847,800 bus.; rye, 546,750 bus., compared with wheat 1,420,700 bus.; corn, 549,40 bus.; oats, 2,062,300 bus.; barley, 2,276,580 bus. and rye 1,291,320 bus., received during Jan., 1919. Shipments were: Wheat, 612,970 bus.; corn 672,910 bus.; oats, 1,040,070 bus.; barley, 278,15 bus. and rye, 388,160 bus.; compared with wheat 770,212 bus.; corn, 226,967 bus.; oats, 2,097,39 bus.; barley, 698,341 bus. and rye 8,925 bus. shipped January, 1919.—H. A. Plumb, sec'y Chamber of Commerce.

### Exports of Wheat Decreasing.

The U. S. Grain Corporation in its weekly bulletin No. 34 issued Feb. 16, for the week ending Feb. 6 reports exports of wheat and flour combined from July 1, 1919, to Feb. 6, 1920, as having been 130,901,000 bus.

For the period July 1 to Jan. 30 the export were reported to have been 129,715,000 bus. The difference should be the exports for that single week ending Feb. 6 and is only 1,186,000 bus., compared with 3,428,000 bus. for the corresponding week of 1919.

Since weekly exports from all countries this year around average 13,000,000 bus. it will be seen that the United States just now is cutting a much smaller figure than we should, considering our heavy surplus.



## The Americanism of Fire Prevention —Industry's Ally.

By R. W. SUTHERLAND, FIRE PREVENTION ENGINEER, SEATTLE.

The foremost thought in the Public Mind of today unquestionably centers in how to reduce the High Cost of Living. The solution of the problem lies in increased production.

One of the ways and means whereby anyone may assist increased production and show their true Americanism lies in the elimination of waste of every description.

Probably the one phase of increased production that enters the mind of the average individual least is preservation of utilities and industrial property. To be efficient in this a large amount of plain common sense must be exercised and sober judgment used.

"Speeding up" has been the order of the day, but now that the emergency demand upon all resources has been largely withdrawn, the treatment of efficient preservation of utilities supersedes and demands first place as the natural law of supply and demand which will dominate in the end.

This brings "The Americanism of Fire Prevention" into prominence.

HOW MANY of us realize the tremendous annual industrial fire waste going on throughout the country and the enormous production that might be conserved by one hundred million committees of one acting together?

Conservation means plain saving. The old adage, "It is not so much what one makes, but what one saves that counts," holds good in the present industrial crisis.

There is a simple way of accomplishing this object, i. e., by each assuming the personal responsibility and by economic adoption accomplishing all within the individual's limit of possibilities. This extends even to the exercising of the franchise toward such a worthy end.

Within life the actors only change. The plot is the same. Anything really worth while is accomplished only through struggle which alone develops added strength. It is the pressure of competition upon invention that produces efficiency in all phases of industrial life.

A BROAD DECLARATION of some potent facts and principles in applied scientific fire prevention may be summed up in the following "isms":

The best way to treat uncontrolled fire is to prevent it.

Fire prevention merely means applied common sense based on a little extra knowledge. Fire prevention also embodies control of incipient and spread of resultant fire, even to the scientific control of explosions which may be regulated and conducted to the outside as they invariably follow the line of least resistance and accept the invitation "this way out, please."

Fire is a good servant but a bad master. All fires are the same at the start. Remember this fact when figuring on prevention.

The fate of property depends solely upon the individual in whose hands is vested its control.

The owner negligent in applying fire prevention (having been duly warned and importuned, and knowing how) is un-American. The man who calls it "hot air" is dangerously ignorant. The man who does the right thing at the right time is the real man.

Many incipient fires have progressed beyond control due to lack of headwork and protection at the start. This is the human element. The blind rush to the telephone or fire station without first attempting relief is insanity.

There is a difference between an "unowned cause of fire" and an "unknown cause." The moral element accounts for the discrepancy.

The little physical deficiencies are equally dangerous with the large ones, give them immediate and careful attention. Any property

owner who is too big for the little things is also too little for the big things. Take care of the little things promptly, and as a result the proper standardization of the big things will follow.

Do not attempt to "patch up" any known deficiency without first consulting a competent engineer. If in doubt, play safe. Patch-work frequently makes matters worse.

Keep to the right. Many a simple deficiency has become compound by being mishandled.

Clean house morally as well as physically frequently. Accumulated dirt assists fire. Make up your mind where to begin and begin.

MANY MEN HAVE LOST the savings of a life time through the smoke route, not heeding the advice of others. If one has no relief approved as being scientifically sound with which to remedy a deficiency, go slow and observe every precaution. The provision of adequate means toward preventing, discovering, confining, controlling and extinguishing with minimum loss is of fundamental importance to successful fire prevention.

The eye is the outpost of the brain. Heed its appeal to common sense in the matter of fire prevention.

Be careful to provide ample protection. Simple things are the best.

No rate justifies a hazard.

Give every consideration to others points of view. There may be something overlooked.

NO ADMITTANCE except on business and then only by special written permission is a rule that has prevented much sabotage and destruction of property.

Prevention of uncontrolled fire and preparedness against uncontrolled fire are synonymous and go hand in hand.

Remember this; nature will make her lessons understood at whatever cost necessary to those who defy and violate her laws, so preventible fire means a setback and loss of production—which is un-American.

Assist increased production and true Americanism by practicing and helping to establish the principles of Fire Prevention. It is an obligation too generally shirked or subverted to selfish purposes resting equally upon all classes. It is the manifest duty of every citizen. It will aid in developing the minds of all as to how production may be increased by conservation. The reduction of the national fire waste will reduce automatically the cost of protection.

As with "Americanism" so with "Fire Prevention," which is industry's ally and one of true Americanism's component parts—first, last and all the time.

## Round Tile Elevator at O'Neill, Neb.

Much is added to the attractive appearance of the tile built plant of the Farmers Union at O'Neill, Neb., by the uniform cornice on the elevator, cupola, warehouse and office.

The circular elevator is divided into 9 bins, all hopper-bottomed, and has a capacity of 15,000 bus.

Reinforced concrete is used liberally. All the overhead bins have reinforced concrete hopper bottoms. The cupola floor is of reinforced concrete and the roof on the elevator of the same material.

No wood whatever has been used in the construction. All window and door frames are equipped with a channel steel frame. Equipment includes one leg with V buckets, capacity 1,500 bus. per hour, double truck and wagon dump, 1,000-bu. per hour Richardson Automatic Scale on cupola floor, 10-ton truck scale, Birchard Distributor, with all steel spouting, steel manlift, and electric motor in cupola.

The warehouse is 20x40x18, with full basement and freight lift. The office is a two-room building. The tile blocks being vitrified makes the plant practically waterproof. It was erected by Hildebrand & Boals.

## New N. W. Grain Rates Effective.

Effective Feb. 28 on one day's notice the U. S. R. R. Administration has published new rates conforming to the decision in the Northwestern rate case, as follows:

The reshipping rates on grain and grain products from Minneapolis, Winona and Duluth will be 11 cents per 100 pounds to Chicago, Milwaukee and Peoria, and 16½ cents to St. Louis and East St. Louis.

South of the line of the C. & N. W. Ry. from Mankato, Minn., to Rapid City, S. D., the rates to Chicago and Milwaukee will be based on the former relationship with the rates to Duluth or Superior, giving from this territory rates to Chicago and Milwaukee lower than the combination via Minneapolis to the extent of 1 cent to 7 cents. On shipments from this territory the thru rates to Chicago and Milwaukee will not apply via Minneapolis with transit privilege or the so-called original way bill privilege.

The reshipping rate from Minneapolis to Duluth will be 5½ cents per 100 pounds, and the thru rates from southern Minnesota and South Dakota will be constructed on the basis of such reshipping rate, except that from stations on the Great Northern Ry. via Willmar, Minn., the thru rates to Duluth will be 4 cents higher than the rates to Minneapolis, but such thru rates from stations on the Great Northern Ry. will not apply via Minneapolis with transit or O. W. B. privileges.

Reshipping rate of 15 cents will be established from Omaha and Sioux City to Duluth, the same as now in effect to Chicago, and transit privilege at Minneapolis will be granted under such rate.





**Grain Grading on a Sound Basis.**

BY R. D. JARBOE, FEDERAL SUPERVISOR.

The inspection of grain has been placed upon the same high plane as the work of assaying ore or making full and complete analysis of wheat flour. The technical features of the assayer or grain chemist have not been brought into use in the inspection of grain, but equipment has been devised by the use of which a perfect determination can be made for ascertaining nearly every one of the grading factors. The equipment is simple. Its use is not at all difficult to learn, and is reliable at all times.

The first act performed by the inspector is to empty that portion of the sample, found in the canvas bag, into the sampling device, reducing it into two equal parts. One part is then placed on a Torsion balance and its weight ascertained in grams. It is then run thru the "Oat Kicker" which makes three separations: first, clean wheat, second roughage, consisting of oats, barley, straw, stones and other coarse matter, and third, small weed seed, dirt, sand, shriveled and broken kernels of wheat. The third separation is rescreened by being run over a sieve with round perforations 1/12 of an inch in diameter, which results in reclaiming all of the small kernels and most of the broken kernels of wheat, only the very small portions of broken kernels remaining. The portion thus reclaimed is returned to the clean wheat and the other returned to dockage. The dockage is then weighed and if found to be less than 1.0% of the sample analyzed, it is disregarded. If 1.0% or more, a record is made of the amount and is assessed as dockage.

THE CLEANED PORTION of the sample just handled is placed in a funnel which has an opening of 1 1/4 inches at the bottom and which is so adjusted that the opening is just two inches above the kettle into which the wheat will pass. A valve is then opened and the wheat pours in a steady stream from funnel to kettle, filling the kettle to overflowing.

The surplus wheat, which is that portion above the uppermost part of the kettle, is then removed by taking a hard wood stick with rounded edges, holding the stick in a perpendicular position and moving it across the kettle in three zigzag movements, resulting in the kettle being left just level full of wheat. This is then weighed on a scale graduated to one-tenth pound and the weight of a measured bushel of wheat like sample is ascertained.

Hundreds of grain inspectors thruout our country are using this method for the determination of the weight factor, and if the sample of wheat we have just weighed was passed on to each of them and they were required to make a weight determination, no greater variety than two-tenths of a pound should result.

THE CLEANED SAMPLE, approximately 1000 grams, is again put through the sampling device until it is reduced in size to portions weighing from 25 to 65 grams. From these small portions which have retained their uniformity with the original sample, is separated such material as rye, oats, barley, cockle, and any material other than wheat. The part so separated is weighed on a Torsion balance sensitive to 1/100 of a gram, and from a table prepared by the mathematicians of the Bureau of Markets, the percentage is determined. The same process with reference to damaged kernels and wheat of other classes is gone thru, the separation being made by hand from the small portion cut from the original sample, and the weight and percentage is ascertained as described.

Only a few days since, an elevator operator and one of his farmer customers were in my office, and the process of inspection was being explained to them. We had a 25 gram portion of wheat which contained rye. They were requested to hazard a guess as to how much rye there was in the lot. The farmer marked upon a piece of paper three-fourths per cent as his estimate, and the elevator operator marked one per cent as representing

his idea of the amount. In their presence a separation was made which showed there was present 3.7%. They no doubt were just as expert at guessing as a grain inspector. You would hardly want to buy or sell wheat on such methods. Guessing has been eliminated. Different factors, with dependable devices for determining these factors, are provided, making the inspection of grain exact, but easy.

THE WORK NOW MOST URGENTLY NEEDED is to see that all inspection departments are properly equipped with the necessary paraphernalia needful for correctly determining the grades of grain; that ample room is provided in which to carry on the work and that sufficient inspectors are employed to enable them to give to each sample, the time necessary to make a correct analysis.

We want a grain inspection certificate of grade to be accorded the same confidence and respect that is now given to flour analysis or a mining engineer's report of an assay. We want, when the inspector states in his certificate of grade, that your wheat weighed 58.5 pounds to the measured bushel, that it contained 13.2% of moisture, 1.8% damaged kernels, 1.0% of a foreign material other than dockage and of this 1.0% six tenths of it consisted of cereal grains; that your hard red winter wheat consisted of 82.0% of kernels that was dark, hard and vitreous, you will accept it as a true analysis without question.

**Harry Stratton to Manage Rosenbaum Grain Co.**

Daily newspaper reporters with a lively imagination can spin yarns with such a circumstantiality of detail as to mislead even the experienced. An example is the following tale from the *News* of Milwaukee, Wis., of Feb. 19, the veracity of which is officially denied by the J. Rosenbaum Grain Co. Mr. Stratton is not yet manager of the J. Rosenbaum Grain Co. He is perfectly game, however, and some years ago, when challenged to a duel, accepted.

The *News* said: From New York comes the information that Harry M. Stratton, president of the Chamber of Commerce, is to leave Milwaukee for Chicago.

The story comes from Wall st. that Mr. Stratton is to become vice-president of the Rosenbaum Grain company of Chicago, which owns a great many elevators in Chicago and the West. It is understood that he is to receive a salary of \$50,000 a year, and a \$200,000 block of 7 per cent preferred stock, in addition to a block of common stock.

The company's present capitalization is \$10,000,000. To effect its reorganization \$2,500,000 additional in preferred stock will be issued, carrying a dividend of 7 per cent. Of this stock Emanuel Rosenbaum and his brother will take \$1,000,000, and the remaining \$1,500,000 will be offered by the Continental and Commercial Trust and Savings bank of Chicago. There will also be a new issue of common stock of no par value.

Mr. Stratton is in New York. He went to Washington last week to present the board of trade's case against the repeal of the guarantee to farmers on wheat. He is expected to return to Milwaukee tomorrow.

Brought up in Milwaukee, Mr. Stratton has fought his way up to leadership in the grain industry of the West. He is president of the Donohue-Stratton company, grain shippers and exporters, operating elevators in Milwaukee; vice-president of the Stratton-Ladish Milling company, organized a year ago and a member of the firm of Briggs & Stratton, manufacturers of machines and automobile accessories. He is also a leader in the social life of Milwaukee, and has a beautiful home on Lake drive.

GRAIN DEALERS who contemplate building a new elevator this season and want it in time to handle any portion of the 1920 crop will promote their own interests by starting early.

**Advantages of the Fixed-Fee Contract for Elevator Construction.**

BY F. A. WELLS, V. PRES.

I believe in the Cost-Plus-Fixed-Fee Contract by builders; for its approval by architects and engineers and for its acceptance by owners who are fair enough to expect to pay what their buildings really cost under capable and trustworthy management. We can do our utmost to safeguard an owner against undue cost but it is not our province to guarantee a cost unless we wish to enter into competition with Lloyd's. On the other hand, were the market falling, surely the owner would desire the advantage of possible lower costs.

The Cost-Plus-Fixed-Fee Contract is just as adaptable to smaller sized jobs as to the largest construction work and the smaller contractors who are honest and capable can do work on this basis as readily as the larger contractors. The inefficient dishonest contractor, whether large or small, will be weeded out, and the standards of the Building Industry will inevitably be raised to much higher levels than would ever be possible under the Lump-Sum contract.

Neither the owner nor his architect and engineer desires the cheapest building it is possible for a builder to erect under the plans and specifications. But that is exactly what he gets under the Lump-Sum contract. There can be no such thing as complete specifications. A Lump-Sum Contract is a standing invitation to a builder to skimp the work just as far as he can get away with it.

Of course, a reliable contractor, jealous of his reputation, will not intentionally be unfair, and yet he is not able to look at a problem wholly from the standpoint of the owner if such an attitude jeopardizes his profit. Details not specifically covered in plans and specifications are frequently essential to the success of a building and the builder is not able under a Lump-Sum Contract both to conserve his own interests and comply with the owner's wishes.

On the Fixed-Fee plan however, his profit is determined when the contract is signed and from that date he is seeking to erect the building speedily (so that he may release his organization to earn another fee) to erect it according to plans and specifications plus all later expressed wishes of architect and owner (in order that owner may again seek his service) and to erect it at the least cost compatible with the set standard of quality and speed in order that he may share in the savings.

Naturally the architect has an interest in these things. His work need be only that of interpreter, and not of watch dog.



Harry M. Stratton,  
Milwaukee, Wis.



Furthermore the Fixed-Fee Contract permits work to proceed on the day the contract is signed. Construction may go on coincidentally with the development of details. If speed is paramount, the fixed-fee plan permits saving weeks and often months, required otherwise for completion of plans and specifications, quantity surveys, advertising for bids and final letting of contract. Under the Lump-Sum contract not one step can be taken until the contract is let on completed plans and specifications.

Reputation is vital to a builder on fixed-fee operations. It is built up only through years of painstaking effort. It can be wrecked by a single operation. Therefore, dishonesty or lack of ability will promptly place a builder in such a position that he will be unable to stand investigation and therefore be unable to operate. There should be no room in the building field for other than able, conscientious builders.

I sincerely believe that in these times of high building costs we can, through the Fixed-Fee plan, turn out a building at the absolute minimum cost. Costs are high at best. Legitimate projects are being passed up daily due to the difficulty of figuring a profit on the use of structures at today's costs. Co-operation, identity of interest and early covering in rising markets, permitted through the Fixed-Fee contract will help toward cost reduction.

## Rapid Unloading at Lake Port.

Vessel owners always have a warm spot in their hearts for the elevator that gives them quick dispatch when discharging cargo. A day's delay means thousands of dollars to them during the rush season.

The choosing of an elevator involved in accepting a charter gives much concern to the agent of such a large vessel as the monster W. Grant Morden, which is shown in the engraving herewith discharging a cargo of 503,412 bus. of wheat in 19½ hours, on Oct. 4, 1919.

This record was made possible by the superior equipment of the Canadian Pacific Railway Elevator at Port McNicol, Ont. It has 800 lineal feet of concrete wharf extending 27 ft. below water level, and 6,375 lineal feet of wood crib wharf with concrete top.

Each of the two marine towers is movable and has an unloading capacity of 20,000 bus. per hour. One of the towers actually lifted out of a boat 21,000 bus. in 59 minutes, at a time when the operators did not know they were being timed. The plant is of reinforced concrete and has a storage capacity of 4,200,000 bus. The John S. Metcalf Co. were the engineers and builders.

## Community Cooperation.

BY A. V. CHAPMAN.

Sooner or later, the grain dealer is likely to have brought to his attention cooperation, community and morale.

The three words are closely connected. Co-operation makes a better community, and a better community improves the public morale. The community movement has reached a stage where the various forces at work are coming together, and yearly there is held at the University of Illinois a "better community" conference in which numbers of societies, associations and welfare workers take part.

This brings us to the broader and more general proposition that anything which will improve the prosperity and well being of a community in general will do the same thing for every individual in the community. And the converse that whatever pulls down an individual or a group will in turn lower the morale and the prosperity of the whole community.

During the war, the community spirit had a season of intense activity. With the various "drives," Red Cross work and the activities for different objects, everybody had a chance to take a hand. And nearly everybody did. The man or woman who didn't was counted a "slacker." It's one of the best things about efforts like this that nobody can put forth a sincere endeavor for somebody else without helping himself as much as he helps the others. During the war activities many people of means and leisure found and welcomed an opportunity to really do something worth while, an opportunity which hosts of them improved to the utmost.

Community work is going on yet without so much publicity, but nevertheless making steady progress. A vast amount of organizing and working ability was brought out by war work. It would be a pity not to have it continued along some useful line. An old Massachusetts town had run down. The old New England families had scattered and been reduced in numbers. Their places had been taken by Portuguese. There was no community spirit, no common meeting ground, nothing to interest people in each other—only a dead level of monotonous life. Finally the school children were asked to take part in some enterprise. This interested the townspeople in the school. It was suggested that the school might be used for a meeting place. This led to an association which bought an old house for a trifle and turned it into a community building. It was fitted up with reading, written and recreation rooms, and it soon became a community center, where cooking classes and activities for the general welfare were carried on. Everybody responded. People

became better acquainted with one another, finding interests in common they had never dreamed of. Once the people began to work together, they brought about results far out of proportion to the trifling cost involved.

Often community movements come about with a direct object in view, like the improvement of a road, the betterment of a cemetery or some other definite plan. With an organization of the kind once started, it is the sowing of seed which may spring up and bear fruit in dozens of unexpected places. It will be to the advantage of grain dealers and all other business men to keep themselves informed on the subject, for there is no telling when the issue will come to the front.

## Meeting of Minnesota Farmers Elevator Ass'n.

The Farmers Grain Dealers Ass'n of Minnesota held a most successful three days' meeting at Minneapolis, Minn., Feb. 17, 18 and 19.

A feature was the report by Chas. Kenning on the efforts that had been made to get legislation in the interests of the country shipper.

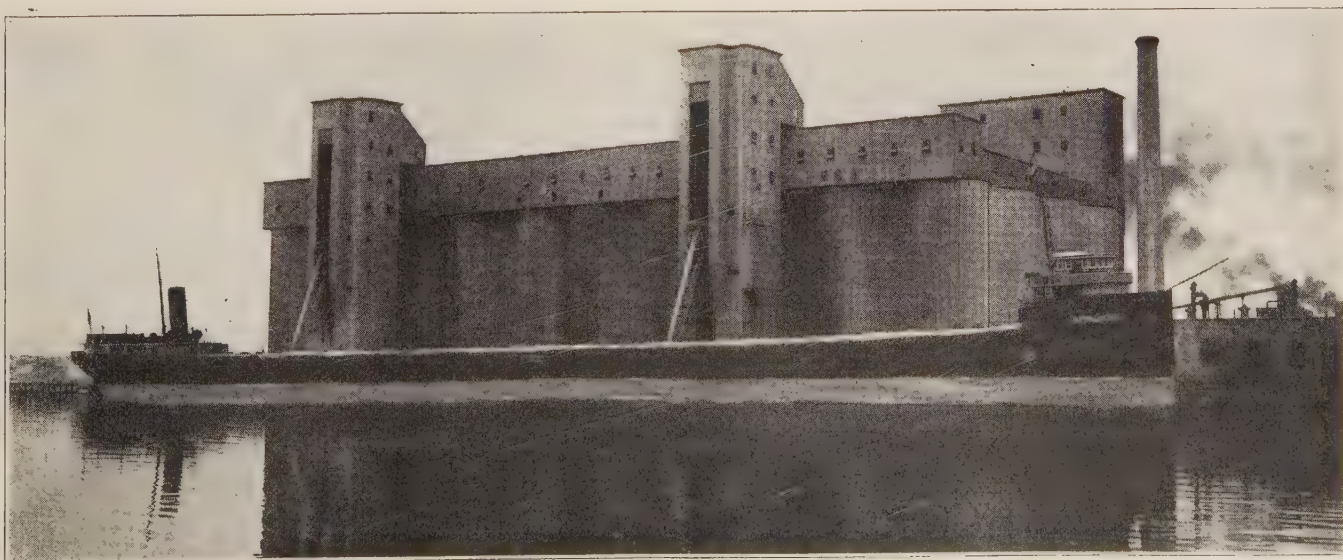
The resolutions adopted called for the return of the railroads to private ownership under the same supervision as before the government took over the management. The construction of elevators and warehouses at the seaboard was favored, to release the box cars that are now used for storage on account of the failure of the railroad companies to provide adequate grain elevator capacity.

The Interstate Commerce Commission ruling against transit on grain at Minneapolis was condemned. The 8-hour day was opposed as economically impossible for the farmer. A change in the system of grading that would give the grower better returns on low grades was advocated.

All of the old officers were re-elected.

Leroy D. Godfrey, pres. of the Minneapolis Grain Commission Merchants Ass'n, presided as toastmaster at the banquet tendered the visitors by the Chamber of Commerce at Donaldson's tea rooms. Among the speakers at the banquet were R. A. Young, governor of the Ninth Federal Reserve Bank; Chas. Quinn, sec'y of the Grain Dealers National Ass'n; Bert Ball, director of the Spring Wheat Crop Improvement Ass'n and W. P. Trickett, manager of the Minneapolis Traffic Ass'n.

SHOVELING grain back into a car is just as unpleasant and unhealthful as it is unnecessary. A properly placed loading spout or a power loader will do the work perfectly.



Steamer W. Grant Morden Unloading 503,412 Bus. Wheat in 19½ Hours at Port McNicol, Ont.



# Country Elevator Accounting--VIII

## The Ledger

By C. A. Lovell

In the system of bookkeeping that is properly designed and correctly operated, the ledger is the central book of the system and the most important. Every transaction, however small it may be, will finally find its way to certain ledger accounts. The ledger, therefore, becomes the index to and summary of the transactions that have been made in the conduct of the business; and it is from the ledger pages that a knowledge of the status of the business must be obtained.

In earlier accounting practice it was the custom to use only a single ledger, but in recent years there has been a tendency to subdivide this book and to place various related portions of the records into separate ledgers. Thus we frequently find a General Ledger and an Individual Ledger; and occasionally there is a Purchase Ledger, a Sales Ledger, a Branch Office Ledger, and other special subdivisions which the needs or peculiarities of a business may give rise to. Undoubtedly, sub-division has its advantages in the business of large proportions, but for the average country elevator there will be need for but one ledger. The principles that apply to a single ledger will apply equally as forcibly to two or a dozen.

The form of the ledger is only of importance as it affects the effectiveness of the system and the efficiency of the bookkeeper, but the loose leaf outfit has so much to commend it that it has practically supplanted the bound ledger in present day accounting. The ledger page itself must be ruled in the form known as double entry, and it is preferable that this ruling be of the standard debit and credit form familiar to every bookkeeper. The left hand side of the page should always be considered the debit and the right hand the credit. Just why this particular left and right hand division was chosen in the beginning is not known, but certainly there is nothing to be gained by attempting to change it.

### Ledger Accounts.

Every major element of the business should be assigned an individual ledger account, and many of the minor elements should be similarly treated. Some of the accounts that might be termed basic in their nature, and for which ledger pages should be set aside, are the following: Capital Stock (or Proprietor, if the business is owned by an individual or by co-partners); Cash; Bank; Real Estate; Furniture and Fixtures; the Business Property; Bills Receivable and Bills Payable; Interest and Discount; Accounts with Other Firms; Stock Accounts; Expense. Other such accounts will suggest themselves as the business is carried on, and it may be said that there is a little danger of opening too many ledger accounts so long as a fair amount of common sense is exercised.

A general explanation of the treatment of the various ledger accounts has already been given. It has been pointed out that there must always be a credit for every debit, and a debit for every credit. It is apparent, therefore, that the one must ever be equal to the other; and that the total of all debits must be the same as the total of all credits. This equality of debits and credits is referred to as the "balance" and until a balance can be obtained there is no assurance that the entries have been made correctly. It should not be inferred from this that a balance indicates absolute accuracy of the bookkeeping. On the contrary, there may be ever so many mistakes in the work and a balance may still be shown. The balance shows only that equal amounts have been placed in the various debit and credit columns, but it does not prove that every entry has been placed on the proper

account, nor that extensions and figures have all been correctly obtained.

### The Expense Account.

It is hardly correct to say that one ledger account should be guarded more zealously than another, because if there is an error in any part of the work the whole may be rendered untrustworthy; but certainly if one account can be said to merit more attention than others this account, for the country grain dealer, is his expense account. Here is recorded his cost of operation. In a business receiving such slight margins of gross profit as come to the business of the country grain dealer, and where costs of operation are so high in comparison with the gross margins, a failure to record an important operating cost may turn an assumed net profit into a loss and result in unexpected impairment of capital.

A single expense account may be opened in the ledger and all expense items recorded herein. This practice, however, is not to be recommended for the reason that it makes available only a part of the information the managers and owners of the business should have. At this time, also, it is necessary in preparing reports for income and excess taxes to give an analysis of expenses; and there is no better time to make this analysis than when the original ledger entries are made.

The country grain dealer's principal items of expense will be the following: Salaries; Labor; Rent; Heat and Light; Fuel and Oil (for power, etc.); Telephone, Telegraph and Postage; Insurance; Supplies; Repairs, and Advertising. A ledger account should be opened for each of these, and it is recommended that each account be given the general heading "Expense," followed by its appropriate sub-head, thus "Expense—Salaries" and "Expense—Telephone, Telegraph and Postage," etc. Each item of expense should be charged direct to the proper ledger account when it is paid. If a check is issued for expenses that are chargeable to two or more of the individual expense accounts the correct amount should be placed in the debit column of each account, and the total of these debits will equal the corresponding credit given to the bank account.

When expenses are recorded in this manner it will be a simple matter at the end of the year to determine exactly the amount that has been expended during the period for each class of expense, and the total expense can be readily ascertained.

It should not be concluded that the expense accounts enumerated will include all the costs of operation. An important cost is that of interest paid on money borrowed, but this should be treated in a separate account. The loss because of failure of purchases to grade must also be considered as a cost, as well as the loss attendant upon shrinkage and leakage of grain in the elevator and while in transit, but all of these will be combined with the items of expense in the preparation of the cost sheet after the books have been closed and the annual financial statement made up.

### Other Accounts.

The accounts with terminal market receivers and other firms to whom grain is sold or consigned for sale will form a considerable portion of the dealer's bookkeeping, and these are of vital importance. When a car of grain is sold and shipped and a draft is drawn for the invoice value of the grain the firm upon whom the draft is made should receive credit on the books of the shipper for the amount of the draft. A corresponding debit will be made against the bank when the draft is de-

posited. The value of the grain will then be considered as an inventory item "on hand—in transit," until returns are received. When the returns arrive the firm to whom the grain was sold will be debited with the net proceeds of the car, and the grain account will receive credit. There will then be on the account of the receiver of the grain a debit representing the value of the grain sold to him and a credit representing the amount which he paid when he protected the draft. The difference between these two will represent a balance due either the shipper or the receiver and it should be adjusted by the payment of the proper amount.

STOCK ACCOUNTS, to the grain dealer, refer to the commodities which he handles. Each grain should be given a separate ledger account, and this should be debited for grain purchased and credited for grain sold. It will be possible, then, to determine the gross profit of dealing in each grain. If expenses are subdivided to show the proportionate amount which should be borne by each grain it will be a simple matter to determine whether a given grain shows a profit or a loss. When expenses are not apportioned in any other manner it will be sufficient to cause each grain to bear that percentage of expenses represented by the relation of the value of the grain to the total value of all grain handled. Thus, if expenses are \$5,000; value (cost) of wheat \$50,000; and value (cost) of all grains handled \$100,000, the portion of expense chargeable to wheat would be 50% of the total expense, or \$2,500.

If the wheat account shows credits (sales) totaling \$3,000 in excess of debits (costs) then the gross profits on wheat are \$3,000.

The net profit on wheat would then be found in the following manner:

Gross profits on wheat .....	\$3,000
Expense chargeable to wheat .....	2,500

Net profit on wheat .....\$ 500

A trial balance of the ledger should be taken at frequent intervals, this being done usually after the close of business on the last day of each month. If an inventory is available a balance sheet may also be set up at this time, but this is seldom attempted oftener than once a year.

When the end of the year has been reached the various ledger accounts should be closed, i. e., those accounts affecting loss and gain should be inventoried and the proper amounts passed to the loss and gain account in order that the net profits for the period may be ascertained. The financial statement may then be drawn up.

The method of closing the books and of making up the annual financial statement, was published on page 163 of the Journal for Jan. 25, 1920.

THE REFERENDUM Bill now proposed in Congress would give the state the power to decide by vote whether there should be beer and wines sold in its confines or not. If wanted by the majority of the people the state would have the power to license its sale notwithstanding the Volstead Enforcement Law.

WHEAT DIRECTOR BARNES announced that on March 2, the Grain Corporation will resume the buying of flour under its "regular flour offer plan" after a suspension of general purchase for two months. Mr. Barnes said that altho there was considerable flour at the Atlantic coast the Wheat Guaranty Act makes a preference to the export of wheat flour rather than wheat. He said: "Within the past few days, the wheat price in certain markets and for certain grades has fallen to the guaranty basis again. Consequently purchasing by the grain corporation in protection of the guaranty, has recommenced on a small scale. Therefore, if the flour market falls to the fair reflection of the guaranty price of wheat, the grain corporation must, in some manner, take care of the purchases of flour in fulfillment of the government wheat guaranty."



By C. A. Lovell

NO.

NAME OF FIRM

TOWN STATE AND DATE

DEAR SIR:

WE CONFIRM SALE TO YOU PER

OF \_\_\_\_\_ AT \_\_\_\_\_

AT

AT

## BASIS

## WEIGHTS

## GRADES

SHIPMENT

SUBJECT TO RULES AND REGULATIONS OF \_\_\_\_\_ BOARD OF TRADE

E. &amp; O. E.

NAME OF FIRM

AY



# Rules for Settlement of Grain Claims

The Interstate Commerce Commission, thru Commissioner Clark, has recently made the following final report on Docket No. 9009, involving claims for loss and damage of grain.

The recommendations follow closely the report made by the examiner in the same case a few months ago. Prefacing his report, Commissioner Clark says:

"The carriers contend that the absence of any record of loss by leakage or otherwise of grain in transit should be accepted as prima facie evidence that no loss occurred. The shippers propose that the clear record of either the carriers' or the shippers' facilities shall not be interpreted as affecting or changing the burden of proof now lawfully resting upon either party. The adoption of the carrier's proposed rule would shift the burden of proof and deprive shippers of a legal right which they now have. By the weight of authority the shipper has established a prima facie case when he shows that the reported weight of the grain delivered to the consignee was less than that delivered to and receipted for by the carrier. The burden of rebutting this prima facie evidence of loss rests upon the carrier and the weight that should be given to its clear-car record necessarily depends upon the accuracy and completeness of the record and all other circumstances affecting the question of loss. It is only one of many factors that may and should be considered and can not fairly be urged as a controlling test in all instances.

It appears that the form proposed by the shippers is better adapted to their needs than the standard form for the presentation of loss and damage heretofore approved by the Commission for use in connection with all claims for loss and damage.

## Rules for the Handling of Bulk Grain in Interstate Commerce, and the Filing, Investigation and Disposition of Claims for Loss and Damage Incident Thereto.

### SECTION I.—LOADING AND UNLOADING.

1. Unless otherwise provided by tariff, the shipper shall load into the car bulk grain carried at carload rates, and the consignee, owner, or his agent shall unload the car. Loading includes adequate securing of the load in the car and trimming or leveling. Unloading implies the removal of all the grain and includes sweeping the car. Carriers will decline to accept for transportation shipments which are improperly loaded or which are loaded without proper authority in an unsuitable car.

### SECTION II.—WEIGHTS AND WEIGHING.

1. **How determined.**—Accuracy of the weights used in determining the quantity of grain received for transportation by carriers and delivered by them to consignees being of primary and fundamental importance, the use of estimated weights based upon the cubical contents of the load and the test weight per bushel of the grain, or otherwise, will not be accepted. All shipments shall be carefully weighed by competent weighers upon scales that are known to be accurate within the limits of tolerance stated in scale specifications. See Appendix No. 2.

2. **Inspection of Scales.**—Before weighing grain to and from cars, the scale and all other facilities to be used must be thoroughly inspected to ascertain whether they are in proper working condition, necessary adjustments or repairs, if any required, must be made, and an accurate and complete record thereof shall be entered at the time of inspection.

3. **Shipping weights.**—Where the shipper weighs the grain for shipment, he shall furnish the initial carrier certificates of weight showing car initials and number; the kind of grain; the total scale weight; the type and house number of the scale used; the number of drafts and weight of each draft; the date and time of weighing; whether the weight is official board-of-trade, grain-exchange, or state or other supervised weight; and the number of grain doors used. This information should be furnished promptly, but forwarding of the car will not be delayed for this record.

4. **Destination weights.**—Consignee shall furnish the delivering carrier with certificates of weight showing the car initials and number; the kind of grain; the total scale weight; the type and house number of the scale used; the number of drafts and weight of each draft, and the date and time of weighing; and whether the weight is official board-of-trade, grain-exchange, or state or other supervised weight.

### SECTION III.—CARS.

1. A car is in suitable condition for the reception and safe transportation of bulk grain only when it is grain tight, clean, and otherwise fit.

2. The carrier's agent will carefully inspect all cars supplied for bulk-grain loading and will not tender a car that is in unsuitable condition or that can not be put in suitable condition at the time and place of loading by due care in the use of cooorage materials and by a reasonable amount of cleaning. Shippers shall also carefully examine cars tendered to them. See section V.

Note.—A car known to have a shattered or broken doorpost, a floor or lining showing the presence of oil, creosote, fertilizer, manure, coal or similar substances likely to damage the grain, or known to have other defects which render it unsuitable, must not be tendered for the loading of, or be loaded with, bulk grain.

### SECTION IV.—COOPERAGE.

1. **Grain doors and grain-door lumber.**—Grain doors or grain-door lumber of proper quality and dimensions to cooper side and end doors and other opening of cars used for bulk-grain loading, will be furnished by the carrier. See notes A, B, C and D, and section V.

2. **Accessories.**—Accessories such as nails, paper, cheesecloth, burlap, or similar material for calking or cooping cars required to prevent the loss of grain by leakage will be supplied by the carrier. See notes C and D, and section V.

Note A.—Temporary grain doors and grain-door lumber furnished by carriers shall conform with the specifications stated in Appendix 4 or be of equally good quality and utility.

Note B.—Carrier's agent at loading station will ascertain the number of temporary sectional grain doors or the number of feet, board measure, of grain-door lumber used to cooper the car and the approximate weight thereof and note same on the waybill.

Note C.—Should the carrier's local supply of grain doors, grain-door lumber, or cooorage accessories be exhausted and prompt renewal thereof can not be effected through the usual channels, its local agent will be authorized to purchase a sufficient supply to meet the requirements of such an emergency.

Note D.—Shippers or consignees must not damage, destroy, appropriate, use for any illegitimate purpose, or use without specific authority from the carrier, a carrier's grain doors, grain-door lumber, or other cooorage material.

### SECTION V.—INSPECTION, CLEANING AND COOPERING.

1. Cars shall be inspected and cleaned, and grain doors and other cooorage installed as provided in Appendix 5 either by the shipper or by the carrier, according as the duty to perform these services is fixed specifically by law, or is determined by lawful custom or agreement.

### SECTION VI.

1. All seals shall be plainly and consecutively numbered and so constructed and applied that manipulation without detection is effectively prevented.

2. Cars shall be sealed as soon as loading is completed.

### SECTION VII.—IN TRANSIT SUPERVISION AND RECORDS.

1. Carriers must closely supervise the handling of bulk-grain shipments while in their possession, use all necessary precautions to prevent loss, and keep an accurate and complete record of losses by leakage or otherwise, and of any unusual conditions which might constitute probable cause of loss.

2. Grain inspectors, samplers, or other persons authorized to enter cars must use due care to avoid any wastage of grain and must replace effectively any portion of the doorway barricade displaced by them.

3. Whenever possible cars must receive daylight inspection. Terminal grain-weighing departments will rigidly inspect outbound as well as inbound cars, and so far as practicable will adopt and observe uniform rules governing the inspection of cars and the recording of defects noted. Records at destination shall show the physical conditions of the car and, if recorded leaking, must show the location of the leak, the kind of grain leaking, how the leakage was ascertained, and if possible, the approximate extent of the leak.

4. If the shipper, consignee, owner or representative of either ascertains that a car is leaking or that it is otherwise apparently unsuitable to transport the grain without loss, he shall immediately so notify the carrier and, so far as practicable, afford reasonable opportunity for verification.

### SECTION VIII.—CLAIMS.

1. Before presenting a claim, shippers, consignees, owners or representatives of either must make a careful investigation and assure themselves that the claim as presented is just and lawful. The claimant shall furnish the carrier at the proper time with a statement duly certified of the known material facts and the necessary documentary or other evidence in support thereof.

2. Carriers will promptly and fully investigate each claim presented and when their investigation has been completed will promptly pay claims as to which their liability has been established and reject claims as to which liability is denied, stating their reasons therefor.

3. In determining whether the claimed loss is due to loss of grain in transit, the error or fraud of shipper or consignee, or other causes, all pertinent and material facts will be investigated and considered.

4. When investigation shows the loss of grain in transit and the carrier's liability therefor, the claim will be adjusted on the basis of the full value of the amount of the ascertained actual loss. See notes A, B, C and D.

Note A.—Until a different basis has been prescribed by law or fixed by lawful authority, or until a different amount is prescribed by appropriate tariff provision, in computing the amount of the loss for which the carrier will pay there will be deducted from the gross amount of the ascertained actual loss one-eighth of 1 per cent of the established loading weight to cover invisible loss and waste; provided, however, that where grain heats in transit and investigation shows that the invisible loss resulting therefrom exceeded one-eighth of 1 per cent or such other amount as may hereafter be fixed in the manner above stated, and that the carrier is not otherwise liable for said loss, then the ascertained actual amount of the invisible loss due to heating of the grain will be deducted.

Note B.—Where investigation discloses defect in equipment, seal or seal record, or a transfer in transit by the carrier of a carload of bulk grain upon which the unloading weight is less than the loading weight and the shipper furnishes duly attested certificates showing the correctness of the claimed weights, and investigation fails to show that the discrepancy is due to defective scales or other shippers' facilities, or to inaccurate weighing or other error at point of origin or destination, or to fraud, then, the resulting claim will be adjusted subject to the deductions authorized in note A, paragraph 4, section VIII.; provided, however, that the clear record of either the carriers' or shippers' facilities shall not be interpreted as affecting or changing the burden of proof now lawfully resting upon either party.

Note C.—Where cars are transferred in transit because of a trade rule or governmental requirement or because of orders of consignor, consignee, owner or the representative of any of them, the carrier will not be responsible for any loss at transfer point directly resulting from such transfer, and not due to its negligence.

Note D.—Where shippers install grain doors and cooper cars, in accordance with the carrier's specifications, they will not be held responsible for loss resulting from defects in the material furnished by the carrier or from inadequacy of the carrier's specifications for the use of same, provided, that this shall not be interpreted to relieve a shipper from the results of his own negligence.

5. In case of a disputed claim the records of both the carrier and the claimant affecting the shipment involved shall be available to both parties.—56 I. C. C. 347.

## England to Continue to Guarantee Wheat Prices.

The British Government will introduce a bill in Parliament which was recommended by the Royal Commission on Agriculture, providing that the government retain the right to control prices in case of a national emergency and that the farmer receive not less for his 1920 crop than \$14 per quarter for wheat, \$12 for barley and \$10 for oats.

The prices of grains are to be determined by a sliding scale based on the cost of production.

Sir Herbert Mathews, sec'y to the Central Chamber of Agriculture since 1901, says that the minimum prices recommended by the Royal Commission are inadequate and that to induce the farmer to keep the present wheat acreage a guaranty of \$19 will be necessary.



## Saving (?) 33⅓% by Getting One of those "Just as Good" Elevators.

By J. F. YOUNGLOVE.

We are pleased to say, the building prospects for 1920 are fully up to our expectations. The owners are profiting by last year's delay in completing work on account of shortage of material and help, and are getting busy early in order to have their plants ready for the coming harvest.

Some are hesitating on account of the high cost, thinking perhaps, this will be less later. As a result they will use the old plant another year or two with a heavy loss because they cannot handle the business offered them.

Another feature of this high cost is the substitute offered by some builders, (not regular elevator contractors) to reduce the cost, offering something "just as good" for 40% less cost than the standard plans, or plans offered by those who know the requirements of grain elevators.

Some 12 years ago the tendency of elevator owners was to accept the lowest cost proposition offered. If you will turn to your files some ten years back, you will find articles published by your Journal telling of the disastrous results bound to follow, and that later did follow, and the efforts put forth by those knowing what would follow, to convince the owners the cheapest, was not the best. The experimenters were compelled to make extensive repairs or rebuild soon after.

You will also find in those files that the owners were ultimately convinced that there was a difference, a far greater difference in the quality, "the class" than the cost indicated.

Now comes the just as good concrete elevator at a greatly reduced cost, a discovery by some sidewalk builder, or cement block manufacturer. You will find him, as well as the tile layer at all points. What can we do to make owners stop, look and listen?

The "just as good" concrete builder will get away with this and owners do not seem to tumble to the fact that they have a silo, NOT a grain handling plant planned and built by engineers that have learned to build grain handling plants thru years of experience and know just how to produce something fully equal to what is required in grain handling.

We will hand you a sketch of the latest "just as good" plant. Two groups of silos of 4 circular tanks each, built to one standard set of steel forms. These forms are stationary, therefore the silos are built in sections, one section placed upon another the same as dry cement blocks. The only difference between the blocks and sections is the fact the sections are poured and the blocks laid up with mortar.

You will note the silos, 4 to a section, are

separate and independent of each other, they have to be built that way with stationary steel forms. The cross walls joining these together are placed after the tanks are finished. One knowing the needs of concrete structures will understand how little grain pressure these walls will withstand with no bonding to secure them to the main silo.

The great idea of this brilliant builder is the two separate plants joined to give the operator two elevators in place of one, thereby doubling his handling capacity.

It seems the owners cannot understand why any elevator with two legs will not do the same work satisfactorily and that this plan is from a silo builder, not an experienced elevator engineer.

Here comes the "joker" in the whole thing. Two cupolas, two automatic scales load two cars at the same time. The owner does not stop to consider there is not room to spot two cars, and to load these at the same time they will have to put the grain thru the end doors. Happy thot, load one car with both loading spouts, thru the end doors of the box car. How clever, why did not we think of this before, but how about the two scales weighing this out, do any two scales weigh alike.

How about two different weights of the same grain? All grain does not weigh the same. When there is a shortage at the terminal point and Mr. Railroad man comes and looks up the "clever" arrangement of your plant, what will follow? Give a good guess.

If the tanks are built to give the storage capacity required at most country points, they will be a large silo not sub-divided. If they can be filled, the bins are sure to be too large for the storage of the usual mixed grain.

The climax is reached, however, when the owner finds his dump shed, engine room and office are built of wood, with wood roofs and he considers he has a fireproof building. Take this together with the fact the windows in the elevator are ordinary wood sash and frames, and fireproof? The silos are flat bottom, but the owners save 33⅓% on the cost of a real plant.

WHEAT dealers who were forced to lose money on grain purchased in the course of their regular business prior to the price fixing by the Federal Government in the fall of 1917, should prove up their loss and present claim for payment. The grain dealers assn's of Illinois, Missouri and Texas are collecting data regarding the loss of members and will press the claims for payment. Every dealer is fully entitled to be reimbursed for the wheat losses forced upon him but his claim will net him nothing unless formally presented and pushed.

## Gronna's Bill Grilled.

Representatives from different Grain Exchanges assembled at Washington last week and drafted a brief protesting against Senator Gronna's bill providing for the repudiation of the Government's wheat price guaranty. After interviewing many congressmen the representatives of the Grain Exchanges became convinced that Gronna's bill has little chance of obtaining favorable consideration from either House, so they contented themselves with filing the following brief with the Agricultural Com'te and returning to their respective homes:

While we believe and state that the Grain Corporation is and has been a highly efficient organization and has performed great service alike to producers and consumers of wheat in stabilizing prices, and controlling and effectuating transportation, and distribution of wheat and wheat products, for the purpose of the present argument it is not necessary that its work be discussed or even that the plan of price guarantee, Governmental control of distribution and Governmental purchase and sale of grain be approved.

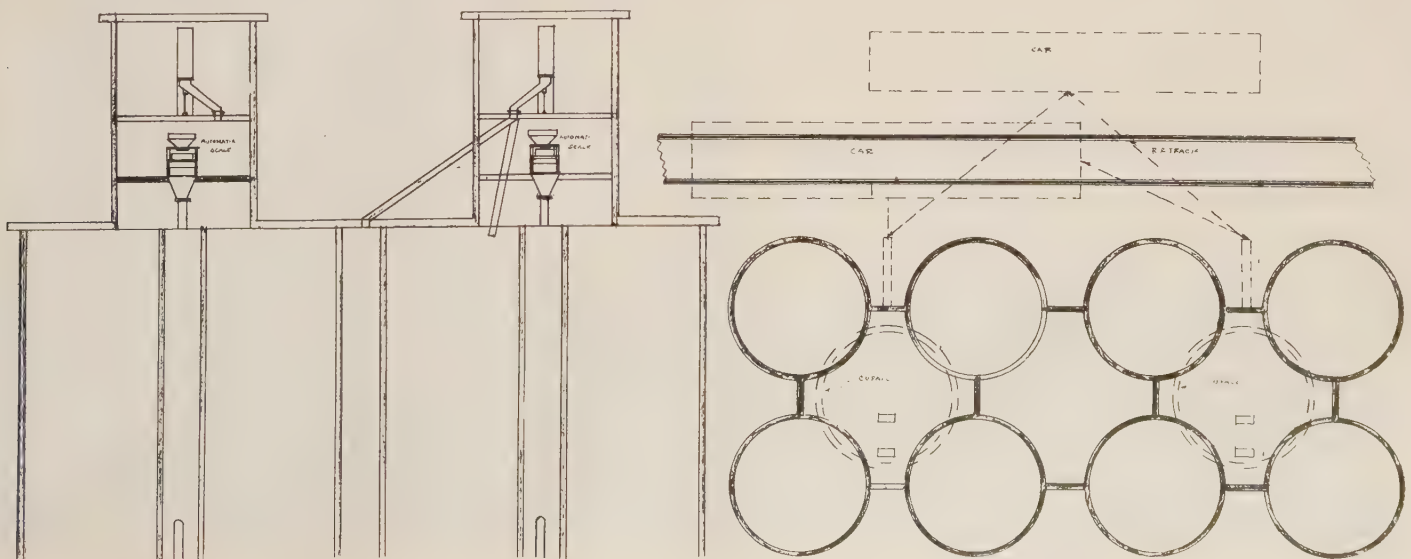
The significant and controlling factors now are: That the Grain Corporation is in existence and is in the middle of an enormous undertaking with an organization far reaching and adequate to fully meet the situation; that if the hands of the Grain Corporation are stricken down, no other Governmental agency can possibly be organized to take its place or fill the resulting gap within the few months of the remaining term.

In the absence of a guaranteed Government minimum and without the normal operation of free and open markets, financial institutions would unquestionably show great reluctance to supply funds for the handling of wheat and wheat products.

We submit that we are unalterably committed to the completion of the program provided for in the act of March 4, 1919. That the repeal of that act and the suspension of the activities of the Grain Corporation would bring uncertainty and disaster to all the wheat and wheat product industries. That the best interests of grain producers, consumers and the Government alike would be sacrificed, and that no possible compensating advantage could accrue therefrom.

The brief was signed by E. F. Richards, Baltimore Chamber of Commerce; L. F. Gates, Chicago Board of Trade; B. Stockman, Duluth Board of Trade; F. I. Vincent, Kansas City Board of Trade; H. M. Stratton, Milwaukee Chamber of Commerce; F. B. Wells, Minneapolis Chamber of Commerce; L. W. Forbell, New York Produce Exchange; J. A. Linderholm, Omaha Grain Exchange; W. B. Stites, Commercial Exchange of Philadelphia; I. M. Flynn, St. Joseph Grain Exchange; and C. A. Morton, St. Louis Merchants' Exchange.

SHIPPERS who sell grain for export may avoid paying the unlawful taxes on freight charges which the Internal Revenue Collector is attempting to assess upon grain transferred from box car to ocean vessel by refusing to sell except the taxes be guaranteed by the buyer.



Longitudinal Section and Floor Plan of One of those "Just as Good" Elevators.



### Pillsbury Farmers' Elevator Co., Pillsbury, N. D.

The accompanying cut shows the 85,000 bu. elevator of the Pillsbury Farmers' Elevator Co., of Pillsbury, N. D. This company had a 45,000 bu. house and decided that they could use additional capacity for cleaning or seed plant in connection with their storage plant, so they built in connection with their old unit a new modern cleaning plant of 40,000 bus. capacity.

The Pillsbury Farmers' Elevator Co. has been in business for many years. Mr. W. J. Smith is president, Mr. Sol Burchill, secretary and Mr. P. C. Dilly, manager.

The new plant is 32x37 feet on the ground, and cribbed 56 ft. to the eaves, with 5 ft. additional cribbing in center. The cupola runs full length main building and is 16 ft. wide and 22 ft. high. The new plant is equipped with 4 legs to top, making 6 legs to top in the entire plant. Three Ibberson Double Distributing spouts are used for receiving the grain from the cups. The buildings are located within 3 ft. of each other, and by the use of steel transfer spouts, grain can be drawn from one house to the other.

THE FOUNDATION consists of two separate concrete slabs, thoroughly reinforced by steel. These slabs are 2 ft. thick. A 14-in. continuous concrete wall, 18 in. high, was placed on top of this slab, making it possible to secure plenty of pitch for the spouts underneath and still eliminating posts. The ground under the workfloor around the boot tanks and under the driveway is covered with a cement floor, making a rat-proof plant.

THE WORKFLOOR is of the Greek cross type, being large enough to accommodate the five cleaners: A Dual gang cleaner, a P. & R. 6-reel 7-section wheat grader, a No. 10 flax machine, 6 P. & R. No. 1½ cockle cylinders, and a Spiral mustard machine. With this combination of cleaners, it enables the owners to clean grain for commercial use to the very best advantage and also to clean and grade any kind of grain for seed purposes, which they contemplate specializing in. By means of the four legs to top, they can receive grain from wagon, load cars and operate the cleaners all at the same time, and still be able to keep each kind of screenings separate.

The new plant is equipped with two boot tanks, one on track side and one on driveway side. The boot tank on the driveway side is of extra large size, allowing the front and back pits of the receiving legs to hold 500 bushels each. All the pits are arranged to draw grain to either or both of the two pairs of legs at the same time, and all are ironed with No. 26 gage black iron.

THE DRIVEWAY is arranged to weigh two loads of grain at the same time, the new plant being equipped with a 26x8 10-ton Fairbanks-Morse auto truck scale. The full platform dump discharges the grain through a Buchan trap door grate to the 500-bu. receiving pit below. The driveway is 14 ft. wide and 85 ft. long. Concrete retaining walls being used for approach and exit ends of driveway.

THE CLEANING plant has 25 bins in the elevator, and 6 bins, holding 300 bushels each, over the driveway. The old plant has 16 bins, which makes a total of 47 bins in the entire plant, and a net capacity of 85,000 bus.

The cleaning plant has two receiving legs, which are equipped with 11x6 Minneapolis "V" rivited buckets, placed 9 in. on centers on 12 in. 4-ply rubber belt. The two track legs are equipped with 10x5½ Minneapolis "V" rivited buckets, placed 9 in. on centers on a 11 in. 4-ply rubber belt. Each leg is furnished with style "A" takeups on the boot.

Besides the two dump scales, used for receiving, this plant is equipped with a 6-ton Fairbanks-Morse coal scale, one 2,000 bu.

Richardson Automatic, and one 1500 bu. Richardson automatic for weighing out.

A 25 horse power Fairbanks-Morse type "Y" oil engine, located in the full basement or engine room drives the new plant. A 25 horse power Fairbanks-Morse type N-B, located by the side of the type "Y" engine, drives the old plant. These two engines are driven to one counter shaft and connected by square jaw clutch, which enables operator to drive either house with either engine. The drive belting used is 4 and 5-ply rubber belt. Power is transmitted to the cupolas by means of 1 in. rope drives.

THE OFFICE, built directly over the engine room is 24x28 feet on the ground. The office is divided into three separate rooms, one cool room next to driveway the entire length of office, used for a testing and sampling room, with dump scale beam located in same. Twenty-four half bushel sample boxes are built in this room and used for keeping samples of all kinds of grain, both received and shipped. The public office is 16x16 ft., with a desk built in, which forms a partition separating the manager's office from the public room. The coal scale beam operates from the manager's private office. The directors' room is 12x16 ft., connected to the public room by two large sliding doors. All office rooms are finished with compo board, and ¾x2 inch strips laid in panels. The body of the walls and ceilings given two coats of flat paint, and all the wood work, including the strips, is well stained and varnished. The floors of all rooms are hard maple.

THE ENGINE ROOM is built according to the fire insurance underwriters' regulations, using steel metal lath with 1 inch of cement plaster, which allows the entire plant to receive the minimum insurance rate. The two 25-horse power engines are cooled by means of a 150-barrell cistern. An electric dynamo furnishes light for the entire plant. This generator is equipped with a large storage battery, which enables the operator to

have plenty of light at all times. The window openings in the engine room are all fitted with fire-proof windows and sash.

The dust house built alongside of the elevator takes care of all the dust from the cleaners. This installation affords plenty of room for a carload of dust, which may be marketed at any time. By means of this dust house, it also enables the owners to keep their site clean, conforming with insurance regulations.

The walls of the main elevator and cupola are covered with 4 in. lapsiding, using galvanized corner tins on all corners. The roofs are covered with wizard roofing, which, with the addition of lightning rods on the main building, make it possible to secure a low insurance rate.

The company doing a large coal business also built a new 8-bin coal shed, which is equipped with a Chicago automatic coal conveyor, which unloads the coal from the car into the shed. This conveyor is driven by motor which is furnished current by the generator in the engine room. This coal shed has a solid concrete floor, which is raised 3 ft. above ground level. The walls are of 2x6 placed 12 in. on centers, and covered with drowsiding.

This Pillsbury plant is considered the largest and most complete country elevator in the Northwest.

The T. E. Ibberson Co. designed and built the plant.

EXPERIMENTS WITH OATS is the latest publication to be issued from the Ohio Experiment Station at Wooster. It will be mailed free to any resident of Ohio upon request. The varieties yielding highest in order of their rank are: Ohio 6203, which has a ten-year average of 70 bushels at the Ohio Experiment Station; Silvermine; Ohio 6222; American Banner; Golden Rain; Sixty-Day; Big Four; Lincoln and Improved American.



Grain and Seed Cleaning Plant at Pillsbury, N. D.



# Mississippi

## Grain Production in Mississippi.

By J. A. Ramey, State Field Agent for the U. S. Bureau of Crop Estimates.]

Prior to the Civil War practically all farms, or "plantations," in Mississippi produced sufficient corn and wheat to support all persons and farm animals in the farms.

This was made necessary by the lack of rail and water transportation from the grain fields of the North and West and the poor conditions of roads leading from the few transportation lines to the interior. Flour mills were common throughout the State, and much of the wheat which went to feed the soldiers of the Confederacy was produced in the northern and northeastern sections of Mississippi.

The war destroyed many homes, fences were burned or rotted, the labor system revolutionized, and the returning soldiers after the fate of Appomatox found themselves completely impoverished. Homes and fences had to be rebuilt with hired instead of slave labor. Capital was scarce, therefore credit was difficult, and interest rates high. The uncertainty of production resulting from inexperience with hired labor, the cost of same, and the question of dependability in the newly emancipated negro limited all loans to short time notes.

The price of cotton after the war soared to unprecedented levels, and was made the basis of all farm loans. In order to secure a loan it was necessary for the farmer to plant a certain number of acres to cotton; to settle his account, which usually matured in the autumn, a certain number of bales of cotton were necessary.

Through the financial inability of farmers to re-fence, re-equip, stock, and cultivate, the pre-war acreage was greatly curtailed, and the necessity for cotton to liquidate indebtedness caused the greater part of the cultivated acreage to go to cotton.

Thus the credit system of the South, with attendant high prices and high rates of interest, plastered nearly every cotton farm of Mississippi with a mortgage; and thus Mississippi drifted away from the production of grain crops, and Cotton became King.

According to Census reports, there were 1,570,550 acres to corn in 1879. Notwithstanding the increase in population and in the number of farms during the succeeding 30 years, only 2,172,313 acres were reported for 1909, or a little less than 28 percent, increase for the period. During the same period the acreage to wheat almost disappeared, shrinking from 43,524 acres in 1879 to 394 in 1909. Oats acreage fell from 198,497 in 1879 to 97,085 in

1909. On the other hand the acreage to cotton increased from 2,106,215 acres in 1879 to 3,400,210 in 1909, an increase of more than 61 percent.

THE SYSTEM OF MORTGAGES which followed the war had fastened itself on practically all farms by the Census year of 1899; also, transportation for grains from the North and West had become easier. Hence, during the decade following 1899, there was a more marked decrease in the relative acreage of cereals, and an increase in the acreage of cotton. During this decade corn showed an actual decrease in acreage of 9 percent, and wheat 94 percent., whereas the acreage to cotton increased 17 percent.

The excuse given for this system which impoverished Mississippi, or rather continued the impoverishment brought on by the war, was that there were no markets for crops other than cotton.

The fact is that no one sought, or attempted to establish, such markets. Cotton had a ready market at all times at some price, was easy to handle, and capable of withstanding much exposure; hence, merchants and bankers insisted on its production, and made it the basis of all credit.

This system led the people of other sections into the erroneous belief that the soils of Mississippi were adapted to cotton only, and that the cereals were unprofitable crops. True, the continuous cultivation of the soils to cotton tended to exhaust their fertility just as wheat only did for the soils of the West, but there remained in Mississippi then, and still remain, vast areas of virgin soils which have been coming into cultivation gradually since 1879.

SINCE THE CENSUS year of 1909 there has been a very marked change in the system of agriculture in Mississippi. Three factors have been responsible for this change.

First, the boll weevils which covered the State, 1909 to 1911 and since then, made cotton production uncertain and unprofitable.

Secondly, the propaganda, led by the Farm Relation Service, for diversified farming with a view to soil improvement and substituting other crops for cotton, no longer profitable if ever so under the old system.

Third, finding or establishing markets for the surplus portion of all crops grown.

How well the new system has succeeded is shown by the following figures: Cotton acreage fell from 3,400,210 acres in 1909 to 2,950,000 in 1919. Corn increased from 2,172,612 acres in 1909 to 3,950,000 in 1919. Wheat increased from 394 acres in 1909 to 36,000 acres in 1919. Oats increased from 97,085 in 1909 to 228,000 in 1919.

The farmers have prospered proportionately with diversification, and the soils are becoming more productive each succeeding year. In 1909 the total value of the cotton, corn, wheat and oats crops amounted to \$110,006,461.00. In 1919 (the worst crop year within the decade) the combined value of these crops amounted to \$302,688,375.00 according to estimates of the Bureau of Crop Estimates.

Nor does this tell the whole story of diversified farming. Through this system impoverished soils have been reclaimed, and the acreage to hays, cowpeas, peanuts, Irish and sweet potatoes, sugar cane and sorghum for sirup has been so extended that their aggregate value in 1919 was estimated at more than forty-six million dollars.

GROWING OF GRAIN CROPS with established markets through cooperative shipping, stimulated the growing of hogs and cattle. Very few, if any, hogs were shipped from the State in 1909. In 1914, 7,244 hogs were shipped to St. Louis, a few going to other markets. In 1918 shipments to St. Louis amounted to 99,731 head, and during the first three months of 1919 there were shipped to the same market 95,631 head. The growth of the cattle industry, both in numbers and improvement of breeds, has kept pace with the swine industry.

Whereas in 1909, under the reign of King Cotton, a very large percentage of all meats, grain, and feedstuffs were imported, the State now produces practically sufficient of all such supplies for her own requirements. Indeed if all cattle and hogs produced were slaughtered within the State it would meet her full requirements for meats.

In 1919, about thirteen million bushels of corn were exported from the northern counties; about eight million in 1918. The early and late rains with a mid-summer drought cut the crop of 1919 short, and but little will be shipped from the State. Flour mills in sufficient numbers have been recently erected over the wheat section to handle the full crop of the State. No oats are exported.

Corn and oats succeed well on the soils of every county of the State except the "black buckshot" soils of the Yazoo-Mississippi delta counties. Those are the most fertile soils of the State, but not adapted to shallow rooted crops. The average yield of corn for the past five years has been about 19 bushels. This low average yield is indicative of our class of labor and methods of cultivation rather than soil capacity. Yields under intelligent cultivation have been recorded in all parts of the State ranging from 50 to 100 bushels per acre, and a record yield of 230 bushels was recorded by a Club boy in the pine section of south Mississippi.



Mississippi Corn Field.



Wheat is grown successfully over the northern half, and the writer has inspected many fields which gave yields from 30 to 45 bushels per acre.

### Mississippi

Diversification of crops.

That is the key-note of the steadily increasing corn and oats crops of Mississippi. The production of those grains on a wider scale is becoming general throughout the state, and had it not been for the exceedingly tempting price of cotton last year, the State's drive for 100,000,000 bushels of corn would have been accomplished. As it was, the state raised a large crop of mostly No. 2 white, which showed a marked improvement over previous crops in both quantity and quality. For many years the state did not raise a corn crop large enough to meet home requirements, but it is not unusual now for the northern section of the state to put much surplus corn on the market.

Like other states of the south, it has long been the custom of planters to specialize on one crop, raising either cotton, sugar-cane, or rice. This made it necessary for the planters to buy all grain required for feeding their live-stock. But since the State Department of Agriculture and farm papers have shown that a good crop of corn can be raised in Mississippi and other Southern States, the more farmers are diversifying their crops.

Some wheat is raised in the extreme northern parts of the state, but the climate is more favorable for planting corn and oats. The soil also is more adaptable to raising corn and oats than it is to wheat. Another factor tending to increase the production of grain in Mississippi is the growth of the live-stock industry and the dairy business of the state.

The state is really divided into two sections in the matter of corn production. The northern section is the surplus territory and the southern section is classed as the consuming territory. From West Point, Miss., north to the Tennessee line, almost every county raises a surplus of corn. Most of this corn is white milling corn, and moves to the Southeast or to the Southwest when the Texas corn crop is short. A conservative grain man of Meridian estimates the amount of surplus corn raised in Northern Mississippi for the season of 1918 at 5,000 carloads. The 1919 crop was even larger, but some of that crop is still in the hands of farmers.

In 1918 the acreage devoted to corn in the state of Mississippi was 3,900,000 acres; the production, 66,300,000 bus.

The wonderful adaptation of many large sections of Mississippi to producing nutritious forage crops and grasses, corn, oats, rye, and leguminous crops offer attractive opportunity for the stock raiser, and this business is developing rapidly. Likewise, there is an unusually good field for the dairyman, and dairy products have been bringing exceptionally good prices in the South. The South is slowly but surely gaining in these industries, and the production of grain will certainly increase materially.

The traffic in grain thru Mississippi can be summarized by a survey of five points, namely, Meridian, Jackson, Hattiesburg, Vicksburg and Gulfport. These five towns are the grain distributing centers of the state, but the territory covered by each point is not confined to the boundaries of the state. On the contrary, it reaches far into the Southeast. Meridian, for example, with its milling in transit privileges, can compete with any market in shipments as far South as Florida. Vicksburg and Gulfport, with their water rates, are allowed considerable back haul, permitting them to reach interior points to advantage.

The largest Mississippi market, with respect to volume of business, and number of grain firms, is Meridian. This is a large jobbing point for corn, oats, mixed feeds, hay and cotton seed products. The four wholesale grocery concerns of Meridian supply a large amount of the grain consumed in the terri-

tory of a hundred mile radius, while four strictly grain and mixed feed companies do a more extensive shipping business thru Mississippi, Alabama and the Southeast.

Six railroads, operating seven distinct lines, offer Meridian outlets in every direction. The trunk lines serving the point are: Southern, Mobile & Ohio, Mobile & Memphis, Queen & Crescent, New Orleans & Northeastern, the A. & V. and the A. G. S. The town is only eighteen miles from the Alabama line and can naturally claim Alabama as part of its territory. The amount of corn raised in northern Alabama and Mississippi is increasing yearly. This is mostly white corn, and a large part of the surplus is shipped to Meridian for reshipping. This point, like the other grain centers of the state, draws grain from Cairo, Memphis, St. Louis, Kansas City, and points beyond, and when Texas raises a surplus crop of corn much of it is shipped to the southeast via Mississippi gateways.

### Licensed Inspector at Meridian.

N. E. Katz, a chemist for the past fourteen years, was approved as a Federal Grain Inspector and received his license in April, 1918. Altho Mr. Katz is only licensed to inspect corn, he has made application recently for examination to secure license for inspecting oats. The grain dealers of Meridian have undoubtedly been greatly benefited since securing the services of a licensed inspector, because there is no other one factor that will do so much to establish confidence in a grain center as will competent inspection of grain under the uniform grades, rules and regulations.

Besides being inspector, Mr. Katz has been appointed official chemist for the Meridian Board of Trade, and specializes on the analysis of mixed feeds. For more than ten years he has been analyzing cotton seed products, fertilizers and mixed feeds, and is now considered an authority on the subject.

Mr. Katz secured his education abroad, and is first of all a graduate chemist and then a



James Bozeman, Meridian, Miss.  
Sec'y Board of Trade.

grain inspector. Since he began inspecting corn only two appeals have been called on for grading, and in both claims Mr. Katz was sustained.

The inspection and chemical laboratories of Meridian are located in the Cochran bldg.

### MERIDIAN GRAIN & ELEVATOR CO.

An unfortunate fire about one month ago destroyed the plant of the Meridian Grain and Elevator Co. However, plans are under way to build the elevator about as it stood before the fire, including a 25,000 bu elevator and a mixed feed plant turning out 100 tons of mixed feed daily. The foundation of the building was left intact, and will be used when the new plant is erected. The corn shelling plant was not destroyed and can still be operated.

The Meridian Grain & Elevator Co. was organized and incorporated in 1912. In August, 1912, J. M. Wilson bought out the entire interests of other stockholders and is now sole owner and general manager.

### THE STURGES COMPANY.

The Sturges Co. operates a 20,000 bus. elevator and mixed feed plant producing 50 tons of mixed feed per day in Meridian. The firm handles buy corn and oats, and a general line of feedstuffs as well as hay, cotton seed products and mixed sweet feeds. The elevator is equipped with Fairbanks track scales, automatic scales, conveyors, power shovels, corn shellers and is operated by electricity, nine G. motors and one Warner motor being used.

The plant was built in 1870 and after being twice destroyed by fire and rebuilt, now consists of an elevator, mixed feed plant, and three warehouses.

The company is a member of the Grain Dealers National Ass'n, the National Hay Ass'n and the Interstate Cotton Seed Crushers' Ass'n. The officers of the firm are: Wilton Sturges, president; R. W. Sturges, Sec'y; and L. Golden, vice-president.

### THE A. H. GEORGE & CO.

The A. H. George & Co. are grain dealers and mixed feed manufacturers, operating a mixed feed plant in Meridian producing 50 tons daily and buying corn for local and Southeastern distribution. Besides their business in grain and mixed feed the company deals in cotton seed products and field seeds. The business was started in 1888 by Mr. George and the firm incorporated in 1908. M. M. McInnis, who has had many years' experience in the grain trade in Meridian, has been associated with the firm for the past two years, in charge of the grain department.

### ELKIN-HENSON GRAIN CO.

The Elkin-Henson Grain Co. was established in 1913 and operates a warehouse and 10,000 bu. elevator on the M. & O. tracks in Meridian. The company specializes in the manufacture of mixed ox feed, mostly for local distribution. It also deals in grain, hay, velvet bean meal and cotton seed products. The company is composed of T. W. Elkin and J. W. Henson.

### JOHN H. HARRIS.

John H. Harris has been affiliated with the grain business of Meridian for the past twenty years and in 1915 organized his own brokerage firm handling grain, grain products, hay, feed, flour and rice. He also operates a warehouse on the Q. & C. tracks, where he can store ten carloads of commodities.

### HAYWARD & SCOTT.

On January 1, 1920, Mr. Woods of the Hayward & Woods Co., brokers, withdrew from the firm and S. O. Scott took over his interests, the style of the firm changing to Hayward & Scott. L. H. Hayward has had fifteen years experience in the brokerage business at Meridian and has specialized in handling grain, feed and flour, seeing for account of northern and western shippers to the wholesale grocers of his territory. The firm operates exclusively on a brokerage basis and represents firms covering a territory from Omaha to Indianapolis.

### J. B. TUTT GRAIN CO.

Wholesale dealers in grain, hay, feedstuffs and cotton seed products, and manufacturing "Olive" mixed feed, the J. B. Tutt Grain Co. conduct their business in a warehouse on the Mobile & Ohio Ry. tracks in Meridian. The firm was established in 1912, as successors to Tutt Millsbaugh Grain Co. Mr. Tutt is sole owner and general manager.

### W. A. ANDERTON & CO.

W. A. Anderton & Co. are wholesale brokers in grain, grain products, mixed feeds, shorts, bran, flour and groceries, with offices in the Board of Trade building. Mr. Anderton, head of the company, was formerly president and general manager of the Howard & Kornegay wholesale brokerage firm of Selma, Ala. Although Mr. Anderton has only been in Meridian two years as a broker, he had seventeen years experience with the Selma firm and is thoroughly familiar with Mississippi and Alabama territory.

### SNOWDEN COMMISSION CO.

The Snowden Commission Co. operates on a brokerage basis exclusively, dealing in grain



ain products, hay and rice in Meridian. T. P. owden, the manager and owner of the firm, is formerly connected with Hayward & Woods and had six years experience in the brokerage business.

## THE SMITH BROKERAGE CO.

The Smith Brokerage Co. claims the distinction of being the oldest brokerage firm in Meridian still operating under the same name. The firm deals in grain, grain products and cotton seed products. J. J. Smith, the owner and manager, is a member of the Meridian Rotary Club representing the brokerage interests of the town.

## THREEFOOT BROS. & CO.

The father, two sons and a nephew, four threefoots, figuratively speaking, are the partners in Threefoot Bros. & Co., engaged in the wholesale grocery and grain business at Meridian. The firm is now enjoying its fiftieth year of successful business, having established a good reputation in the territory tributary to Meridian as a distribution center. The firm does a carload business in oats, corn, mixed feeds and hay, in addition to its wholesale grocery business. Those now interested in the company are: Threefoot, L. M. Threefoot, S. A. Threefoot, and L. Threefoot.

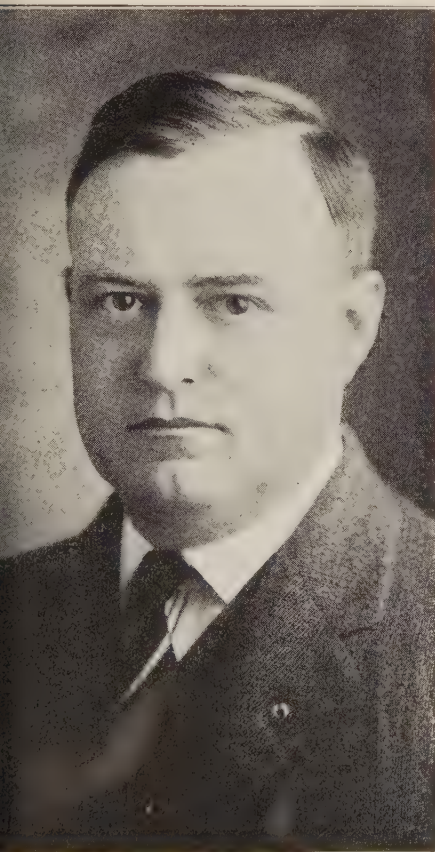
## A. J. LYON & CO.

Twenty-seven years ago A. J. Lyon borrowed \$200 to enter the wholesale grocery and grain business in Meridian. Today his firm is one of the largest and most influential in its line in Mississippi. The firm that occupied a small one-story warehouse twenty-seven years ago is now operating a four-story brick building covering an entire city block, with seven additional warehouses in the town. Two of these warehouses are used exclusively for grain, grain products and mixed feed.

Mr. Lyon has taken into partnership with him A. Rosenbaum and M. M. Rosenbaum.

## THE TOM LYLE GROCERY CO.

Tom Lyle organized his wholesale grocery business in Meridian forty years ago. At that time over half of his trade was in supplying the Indians, then living in Mississippi and Alabama. When the government opened Indian territory, Mr. Lyle suffered a big loss, because practically all the Indians in the states of Mississippi and Alabama moved away. However, his business has continued to grow and from the beginning, the firm has conducted a wholesale grain business. Ten years ago the company lost its elevator by fire. The elevator was not built, owing to the extensive warehouse room needed by the firm, where it can take care of stacked grain very conveniently. Tom Lyle is still the active head of the firm, being president of the corporation, but his three sons have been taken in, relieving him of many of the details.



C. W. Hayward, Meridian, Miss.  
Mgr. Traffic Buro.

J. T. Lyle, Jr., is vice-pres., and J. S. Sinclair is secy. and treas. Leland and Lamar Lyle are directors of the corporation. The firm is equipped with four milled construction, brick buildings on the tracks of the M. & O. R. R.

## MEYER BROS.

Meyer Bros., wholesale grocers, grain, feed and cotton seed products dealers have operated in Meridian since 1904. They have three warehouses, two being used exclusively for grain, hay and feed. The partners of the firm are Joe Meyer and Sam Meyer. They represent the Quaker Oats Co. and the Grain Belt Mills in their territory.

## QUEEN CITY FEED CO.

J. J. Barnett, owner and manager of the Queen City Feed Co., started in the grain business in Meridian twelve years ago. The firm does a receiving business in grain, hay, feeds, corn meal, and flour and a shipping business in l. c. l. and mixed cars. Their warehouse holds twelve carloads.

## WINNER-KLEIN & CO.

Winner-Klein & Co. entered the wholesale grocery, grain and merchandise business at Meridian in 1872, the partners of the firm being Leo Winner, S. A. Klein, and Sarah Meyer. L. Wellhouse is in charge of the wholesale grain, feed and flour end of the business where they operate three warehouses, two being used almost entirely for grain and grain products.

## J. A. GIBSON BROKERAGE CO.

Mr. Gibson has been in the brokerage business in Meridian for eight years, formerly being connected with Metzger & Gibson. Since the death of Mr. Metzger, three years ago, the firm has been known as J. A. Gibson Brokerage Co. Mr. Gibson has accounts in all markets selling Mississippi points and serves the wholesale jobbers of his territory.

## KIMBROUGH-MITCHELL SEED CO.

The Kimbrough-Mitchell Seed Co. was incorporated in July, 1919, succeeding the Kimbrough Seed Co., for the past eight years one of the leaders in the south in field seeds. The firm was established in Meridian by J. M. Kimbrough who died recently, leaving his son, W. E. Kimbrough to conduct the business. J. L. Mitchell who has had many years experience experimenting in seed for the government, has been taken into the firm and is now the active manager. Mr. Mitchell probably understands the needs of the southern farmer, with respect to seeds, better than any other seedsman.

## Hattiesburg, Miss.

Hattiesburg handles a good volume of business for an inland point, serving a large territory in Southern Mississippi and Alabama and drawing grain from Cairo, Memphis, St. Louis and points beyond. In the way of grain firms, the town has two wholesale grocery houses doing a grain, feed and flour jobbing business selling in mixed carlots and l. c. l. It also has two wholesale handlers of grain, feed, flour and cotton seed products, shipping both by truck and rail to the city's natural territory. Two brokerage firms do most of the buying for the point. The Southern, G. & S. I., Miss. Cent. and G. M. & N. Railroads serve the town.

The Merchants' Grocery Co. operates a 5,000 bu. elevator, a corn meal mill turning out 150 bbls. daily and a chop mill producing 500 sacks in one working day. Grain is received in bulk and put in the elevator bins by a series of screw conveyors from the receiving sink. A Richardson Automatic Car Scale is used registering and dumping every two bushels. The mill is equipped with three 48-in. grinders, Sprout-Waldron scouring, cleaning and sacking machines. The company sells its own brand of corn meal and handles various lines of mixed sweet feeds. The plant is located on the Gulf & Ship Island Ry. tracks. The firm was organized in 1905 and the mill and elevator built in 1916. The officers of the firm are R. B. McLeod, Pres., T. S. Jackson, Vice-Pres. and Gen. Mgr., O. E. Coney, Vice-Pres., and J. B. Walker, Sec'y and Treas.

The Hattiesburg Grocery Co. was organized sixteen years ago and conducts a wholesale business in groceries, grain and feed, operating in a 2-story warehouse 170 x 180 ft. on the G. & S. I. Ry. tracks. The present officers of the firm are J. T. Connor, Pres., J. K. Denhan, Vice-Pres., J. S. Connor, Sec'y, and G. C. Hawkins, Treas.

John R. King & Co., merchandise and grain brokers, have been represented in Hattiesburg for four years buying wholesale, grain, grain products, feed and flour for the grocery jobbers of their territory. Mr. A. S. McLain is in charge of the Hattiesburg office, Mr. King being in charge of his Mobile office.

W. E. Bobo & Co., with offices on Pine Street, conducts a brokerage business in grain and merchandise. The firm was established in 1912, altho Mr. Bobo had been in the brokerage business with another firm four years previous to that time. Mr. Bobo is the owner and general manager of the firm and represents many St.

Louis, Memphis, Cairo and Kansas City accounts, dealing in corn, oats, hay and mill feed as well as flour and mixed feeds.

The Southern Distributing Co., specializing on quality first feeds, conducts a wholesale business in flour, grain, feed and provisions, serving a limited territory by truck hauling. The firm is incorporated, T. H. Gooch, the general manager, owning a controlling interest. It operates in a warehouse where 10 carloads can be stored. The firm has been in business for seven years and has made a specialty of handling only first class feeds, the best run mill brands.

The Union Produce Co., in business since 1906, has been handling grain and mixed feeds for the past eight years, and has closed out its produce business. The firm is a stock company of which J. A. Cameron is manager. Its warehouse on the G. & S. I. Ry. tracks is 140 x 50 ft. and is used for storing sacked grain, grain products and mixed feed.

## Gulfport, Miss.

Gulfport, on the Gulf of Mexico, and served by the L. & N. and the G. & S. I. railroads has worked up a good jobbing trade in lower Mississippi and Alabama and eastern Louisiana. The grain and feed dealers have the advantage of water-rates on their freight shipments, which permits them to have a back haul to interior points and still maintain a competing price. The town has attempted some coastwise shipping in grain and feed, but this has not proven entirely satisfactory. However, it is hoped that this business will be resumed when the Railroad Administration and the war-time Shipping Board are no more.

Gulfport has four grocery and grain jobbing firms. The Gulfport Grocery Co. operates its own elevator and mixed feed mill, while the others handle all their grain in sacks thru their warehouses. Besides the four jobbers there is one firm manufacturing mixed feeds and fertilizers and one brokerage firm.

Corso & Runfalo are wholesale dealers in grain, grain products, flour, feed, hay and groceries. They operate a large warehouse on the G. & S. I. tracks, where they can store twenty carloads. The firm was organized four years ago and the partners are S. J. Corso and L. Runfalo. Mr. Corso has had fifteen years' experience in jobbing groceries, grain and feed-stuffs.

J. B. Howie has been in the brokerage business in Gulfport for fifteen years. His firm is the only brokerage firm in Gulfport and he does considerable business in grain, feed and flour for the jobbers of his town.

R. E. Johnson Fertilizer Co. is manufacturer



N. E. Katz, Meridian, Miss.  
Chief Grain Inspector.



of mixed feeds and fertilizers and has a plant and three warehouses in Gulfport. The firm engaged in the manufacture of mixed feeds about two years ago, and since then this branch of the business has continued to grow. It manufactures horse, cattle, dairy, hog, oxen and poultry feeds. W. Bouslog is president of the firm and R. E. Johnson is vice-pres. and sec'y.

The J. F. Howard Co., jobbers in groceries, grain, feed and hay, entered business last April, and now operates a warehouse on the L. & N. tracks.

The Dixie Jobbing Co., under the management of Mr. Walker, do some wholesale grain business, but the bulk of their trade is in groceries.

The H. T. Cottam & Co., of New Orleans, has a branch house in Gulfport dealing in wholesale groceries, grain, feed and flour. Schumacker Feed is this firm's specialty.

Harrison County Warehouse Co. handles large lots of flour on consignment, and will engage in the wholesale grain business as soon as it constructs an additional warehouse. Plans are now under way for the new building. G. A. Smith is manager.

The Gulfport Grocery Co. has an extensive warehouse and elevator with storage room for 100,000 bushels of bulk and sacked grain, also a feed mill. The company deals in groceries, grain, flour and feed. It is affiliated with Three-foot Bros. of Meridian. H. M. Threefoot is pres., R. L. Simpson, secy.-treas. and general manager, and S. H. Floyd is vice-pres.

### Vicksburg, Miss.

A large volume of grain business is done thru Vicksburg, being handled by wholesale grocers who do an extensive shipping business in the South, shipping grain and feed in mixed cars or l. c. l. shipments. The town draws the greater part of its grain from Cairo, although other markets ship there occasionally. As far as the business in grain is concerned, it is largely done thru the two or three brokers operating at this point.

R. C. Wilkerson conducts a brokerage firm serving Vicksburg grain jobbers, and handling accounts from all markets shipping to that town.

R. Weil & Son are brokers in corn, oats, meal, hay and chops, handling many reputable accounts from the North and West and serving the local jobbers in grain and grain products.

### Jackson, Miss.

The grain trade of Jackson is covered by three mixed feed manufacturers and grain dealers, two grocery and grain jobbing houses and three grain brokers. The distribution of the grain brought into this center is generally within a 100 mile radius, although the mixed feed manufactured here has a much wider distribution. The location of the town, the capital and central point of the state, being on the main line of the Illinois Central R. R., is a decided advantage. The firms handling grain and feeds are as follows:

Aviston Flour Co., Dealers in Grain; Feed, Hay & Flour, Feed Manufacturers, recently installed feed mixing machinery and is prepared to turn out 150 tons of mixed feeds daily.

P. L. Brittain Co., Millsaps Bldg., Established 25 years. Merchandise & Grain Brokers; Grain & Grain Prov. Brokers, Hay & Mill Products.

R. H. Green, 415 Gallatin St., S. Wholesale Groceries, Feed Mfg. Elevator 20m. Prdc. Grain & Mill Feed.

A. S. Nall & Co., Kress Bldg., Grain Broker; Royal Feed & Milling Co., 196 Gallatin St., S. Mixed Feed Mfr. Branch Manufacturing plant of Memphis firm. M. J. Browning, Mgr.

Hannah Distributing Co., F. B. Lemly & Co., 115 S. State St., Grain and Merchandise Broker.

W. C. Nance, Morrison Bldg., Merchandise Broker. Handles some grain.

### Reshipping Advantages of Meridian, Miss.

By C. W. HAYWARD

Meridian is located in east Mississippi 22 miles from the Alabama border, 135 miles northwest of Mobile, 140 miles east of Vicksburg, and 202 miles northeast of New Orleans.

Geographically Meridian is located at almost the exact center of the south. Six trunk lines, radiating in as many directions, serve Meridian.

The strategic location of Meridian with respect to the distribution of grain and grain products to Mississippi Valley and Southeast consuming territories and to the Gulf Ports is apparent. The primary markets and grain

fields are readily accessible to Meridian. With the liberal concentration, reshipping and milling in transit privileges at this point, Mississippi Valley and Southeastern consuming territories can be reached on a basis competitive with primary markets with the added advantage of from five to ten days' saving in transportation.

These privileges permit the concentration of grain at Meridian from the Southwestern grain fields as well as from such primary markets as Memphis, Cairo, and St. Louis and the reshipment therefrom to Mississippi Valley and the Southeast on basis of the through rate from points of origin to destination. The proximity of Meridian to the Gulf ports and the transit privileges in effect at this point also add to the advantage of Meridian as a concentration and reshipping point for export grain.

With the extension of the concentration, reshipping and milling in transit privileges which have been accomplished recently it is expected that the importance of Meridian as a grain distributing center will be greatly enhanced.

### Meet on Wheat Loss Claims.

A meeting was held at Kansas City, Mo., Feb. 12, of representatives of the Texas, Missouri, Indiana and Illinois grain dealers ass'ns to consider the presentation of claims for loss suffered by grain dealers due to government price fixing of wheat.

The following plan was agreed upon: A uniform blank for filing all claims, showing the amount of actual loss sustained by each claimant; these blanks to be furnished each shipper in triplicate in order that one copy might be filed with the Senate Committee, one with the House Committee, and one copy for file in sec'y's office. These claims are to be sworn to before a notary at time of filing with the Secretary of each Association. A cash deposit of one percent of the amount of claim filed to accompany claim. This deposit is required to defray expense of getting the matter before Congress. Whether this one percent will defray all expense of properly presenting claims and following up claims will depend upon the number and amount of claims filed.

Congress has reimbursed all manufacturers, and all contractors for losses sustained where the government failed to perform their part of the contract, and from press reports in many instances, the manufacturer and contractor were gainers in the transaction rather than losers. It was the opinion of those in attendance at the conference on the 12th that it would not be advisable to ask Congress at this time for an appropriation to cover this loss as the Administration has permitted the unnecessary waste of millions of dollars during the past two years and now are asking for huge appropriations to cover this. Their request is being denied by the majority members of Congress.

It was the further opinion of those in attendance at the conference that as soon as these claims were tabulated they should be presented, and it is hoped that a Committee composed of Senate and House members will be appointed to give consideration to the claims, and further that sufficient amount of the fifty million dollar profit of the Grain Corporation will be held up for the payment of these just claims. The above is only tentative and it may develop later that an entirely different plan of procedure than the above will be necessary.

It was further decided that all claims should be in the hands of the Secretary of the state organization of the different states on or before March 10th, as another conference will be held March 15th, for the purpose of tabulating all claims filed and make final decision as to further procedure. To those who have advised of loss, at this time, the blanks referred to for filing claims in triplicate are being sent.

### New Grades at Los Angeles, Cal.

The Los Angeles Grain Exchange has made effective Jan. 20 new grading rules for barley and the sorghum that will affect a large trade in California and the Southwest for which Los Angeles is the primary market. The new grades follow:

#### BARLEY.

No. 1 Feed Barley shall be barley that is cool, sweet, sound and of bright color and contain total cleanout or dockage of not more than 1% other than wheat, and shall not weigh less than 40 lbs. to the measured bushel. The percentage of any one of the following items of cleanout or dockage shall not exceed the figures shown below:

Chess	4%
Straw	1/2 of 1%
Melilotus seed	2%
Head or ball smut	3-10 of 1%
Oats, any kind	3%
Adobe	1/2 of 1%
Miscellaneous, except rock	1%

No. 2 Feed Barley shall be barley that is 90% of bright color, cool, sweet, sound and weigh not less than 38 lbs. to the measured bushel and contain a total cleanout or dockage of not more than 10% other than wheat. The percentage of any one of the following items of cleanout or dockage shall not exceed the figures shown below:

Cats, any kind	5%
Chess	5%
Straw	1%
Melilotus seed	3%
Head and ball smut	1/2 of 1%
Adobe	1%
Miscellaneous, except rock	2%

Sample Grade Barley shall be barley that is musty, damp or heating, and that is not good enough to grade No. 2.

#### MILO MAIZE.

Choice Milo Maize shall contain no damaged kernels, nor more than 1% of cracked grain and not over 1% of hulls, nor more than 1/2% of adobe and shall not contain more than 13% moisture.

No. 1 Milo Maize may be mixed milo maize and shall be of a quality, bright, sweet and shall not contain more than 14% moisture, nor shall it contain more than 4% of green berries, nor more than 4% of cracked grains and other material that will go thru a 1/12" diameter screen, nor more than 2% hulls and unthreshed milo maize, nor more than 1/2 of 1% adobe that will not go thru a 1/12" diameter screen, nor may contain 2% damaged grain and shall weigh not less than 54 lbs. to the measured bushel.

No. 2 Milo Maize may be mixed milo maize and shall be bright, sweet and dry and shall not contain more than 8% of green berries, nor more than 6% of cracked grains and other material that will go thru a 1/12" diameter screen, nor more than 3% of hulls and unthreshed milo maize, nor more than 1% of adobe that will go thru a 1/12" diameter screen and may contain 4% damaged grain other than musty kernels and shall weigh not less than 52 lbs. to the measured bushel, and shall not contain more than 15% moisture.

Sample Grade Milo Maize shall be milo maize that is musty, damp or heating and that is not good enough to grade No. 2.

#### EGYPTIAN CORN.

Choice Egyptian Corn shall be bright, sweet and sound and shall contain no damaged kernels, nor more than 1% of cracked grains and not over 1% of hulls, nor more than 1/2 of 1% adobe and shall not contain more than 13% moisture.

No. 1 Egyptian Corn shall be sweet and sound and may be slightly stained and shall not contain more than 4% of cracked grains and other material that will go thru a 1/12" diameter screen, nor more than 2% of hulls and unthreshed Egyptian corn, nor more than 1/2 of 1% of adobe that will not go through a 1/12" diameter screen and may contain 2% damaged grain and shall weigh not less than 54 lbs. to the bushel and shall contain more than 14% moisture.

No. 2 Egyptian Corn shall be sweet and sound and may be stained and shall not contain more than 6% cracked grains and other material that will go thru a 1/12" diameter screen, nor more than 3% hulls and unthreshed Egyptian corn, nor more than 1% adobe that will not go thru a 1/12" diameter screen and may contain 4% damaged grain, and shall weigh not less than 52 lbs. to the measured bushel nor contain more than 15% moisture.

Sample Grade Egyptian Corn shall be Egyptian corn that is musty, damp or heating and that is not good enough to grade No. 2.

#### FETERITA AND HYGERIA.

Feterita and Hygeria. The grades of choice Nos. 1, 2 and sample grades of feterita and hygeria shall correspond with grades choice Nos. 1, 2 and sample grades milo maize.

The percentages of dockage when calculated as above, when equal to one per centum or more, shall be stated in terms of whole per centum. A fraction of less than one-half of



per centum shall be disregarded. A fraction over one-half per centum shall be counted as a whole per centum.

## EASTERN GRADES.

### EASTERN KAFIR CORN OR MILO MAIZE.

**White Kafir.** Grade No. 1. Shall be at least 95% white, of choice quality, sound, and contain not more than 1% of other grain, 2% of sorghum grain of other classes, 2% broken and 13% moisture.

Grade No. 2. Shall be at least 90% white, sound, and contain not more than 4% of other grain, 5% of sorghum grain of other classes, 0.5% sand or earth, 4% broken and 14% moisture.

Grade No. 3. Shall be at least 90% white, not sound enough for No. 2, and contain not more than 8% of other grain, 10% of sorghum grain of other classes, 1% sand or earth, 7% broken and 16% moisture.

Grade No. 4. Shall be at least 90% white, damaged and musty, and contain not more than 15% of other grain, 10% of sorghum grain of other classes, 2% sand or earth, 12% broken and 18% moisture.

**Red Kafir.** The grades of Nos. 1, 2, 3 and 4 red kafir shall correspond with grades Nos. 1, 2, 3 and 4 white kafir, except that they shall be of the red variety.

**Milo Maize.** Grade No. 1. Shall be milo of choice quality, sound and contain not more than 1% of other grain, 2% of sorghum grain of other classes, 3% broken and 13% moisture.

Grade No. 2. Shall be milo that is sound and contain not more than 4% of other grain, 5% of sorghum grain of other classes, 0.5% of sand or earth, 6% broken and 14% moisture.

Grade No. 3. Shall be milo that is not sound enough for No. 2 and contain not more than 8% of other grain, 10% of sorghum grain of other classes, 1% of sand or earth, 10% broken and 16% moisture.

Grade No. 4. Shall include all milo that is musty or damaged and contain not more than 15% of other grain, 10% of sorghum grain of other classes, 2% of sand or earth, 15% broken and 18% moisture.

FRANCE will be in position to export grain in the winter of 1920-21 in the opinion of Samuel L. Vauclain, pres. of the Baldwin Locomotive Works, after his return from a study of trade conditions in France.

THE CRAZE for motors has been such a constantly increasing cry during the last decade that the approaching funeral of the horse was accepted by many as a certain future event. On February 4th Mother Nature made men realize how indispensable horses are by sending to New York City and a large part of the Atlantic coast, a rousing good blizzard of the old-fashioned kind. Under trying conditions such as these the horse won out and the motor laid right down on the job.

## An Enterprising Oklahoma Organization.

The two-days' meeting of country elevator managers and officers of the Sun Grain & Feed Co., at Guthrie, Okla., recently, brot together an aggregation of energetic workers who are fast making their organization one of the leading grain companies of the Southwest.

Coming from New York to Oklahoma a few years ago, F. S. Gresham, pres., seeing a big future, 'bot what is now known as the Guthrie Mill & Elevator Co. Business prospered and realizing that the mill had enough business of its own in looking after the milling business only, he organized the Sun Grain & Feed Co. to look after the grain business, and this likewise has prospered so that it is now necessary to branch out. There have been many ups and downs, but thru Mr. Gresham's perseverance and far sightedness the goal has been reached.

Thru the years of adversity and years of plenty, Mr. Gresham has had a very able lieutenant in Miss Ingle, the sec'y, and the midnight oil has been burnt oftentimes to bring success to what at times seemed a failure.

The Sun Grain & Feed Co. was incorporated about Mar. 1, 1919, for \$100,000, fully paid, and application has been made to increase this capitalization to \$500,000.

Merchandising of grain of all kinds, not only at the fifteen elevators which the company operates in various parts of the State of Oklahoma, but also in cross country business, makes up the bulk of the business. Over a million bushels of wheat were handled for export during the last season, likewise fully a million or more bushels of grain to Northern markets, and incidentally there was used over twelve millions of dollars in turning this volume of business.

Present plans include still further action along these lines, such as offices in other parts of the country. The business has grown so large the present offices are inadequate, and a large building in Guthrie with suitable quarters will be occupied about April 1. These offices will be thoroughly up-to-date in every respect, with new furniture thruout, and individual offices for practically all departments.

Mr. Yentzer, the treas., has brought new ideas and has inaugurated an accounting sys-

tem that is without an equal, and thru his guiding hand many an elusive dollar that would have otherwise gone astray, has found itself back in the fold.

A word regarding the genial general manager, F. G. Olson, known the country over as "Ole Olson." Thru his ability he has found and discovered parts of the country that never knew that wheat was worth anything, and paid a good price to the dealers for this wheat, and then sent their shipments to a port that they never heard of, and you can hear them "ever blessed."

In passing, altho not one of the worthy officers, Traffic Manager C. L. Lockwood, sometimes called the switchmen's "Jinx," thru his ability in locating empty cars for customers, his every attention in making collection of their claims, and likewise in seeing that shipments are routed correctly, has shown himself as a business getter.

THE FRENCH GOVERNMENT will continue to maintain the monopoly on importations but the restrictions on the wheat crop will be removed creating a free market for the 1920 crop. The government will still retain the right to requisition the 1919 crop, says M. Ricard, Minister of Agriculture, in a message to Agriculture Com'te of the Chamber of Deputies.

## S. W. Lamson Dead.

S. Warren Lamson, a resident of Chicago for over 50 years and a grain merchant in that city for 31 years, died Feb. 25 of a severe attack of pneumonia while on a visit in Pasadena, Cal.

Mr. Lamson retired in 1906 after having been in the grain commission business with his brother, L. J. Lamson, on the Chicago Board of Trade, as Lamson Bros. & Co. He was a member of the leading Chicago clubs.

Since 1906 he devoted his time to civic affairs and to the private interests. He was one of the founders of all Souls Church, and a member of the leading clubs.

Mr. Lamson was born in Nyack, N. Y., in 1838, and was brot to Illinois in the early forties when his folks moved to De Kalb. He is survived by Mrs. Harry H. Lobdell and the Countess Cardelli.



Top row, left to right: Ben. J. Hyer, mgr. Strong City, Okla.; F. D. Patterson, Guthrie, chemist; A. B. Schmidt, mgr. Bessie, Okla.; Henry Herman, mgr. Hinton, Okla.; G. Wyssman, mgr. Fairmont, Okla.; Geo. Lynch, mgr. Cropper, Okla.; Ross McClure, mgr. Capron, Okla.; C. C. Colley, mgr. Richland, Okla.; C. E. Ralls, mgr. Newkirk, Okla.  
Middle row: T. Rowlett; J. W. Long; Miss E. M. Dwinell; Miss Iva Daniels; Miss Orena Kennedy; Miss Vera Ingle; Miss Vera Allen; Miss Osythe Towsley; Miss Genevieve Barnhouse; E. Z. Gregory; L. Riker, all of Guthrie; Leo Anthias, mgr. Hillsdale, Okla.; C. L. Groves, mgr. Canton, Okla.  
Lower row: E. J. Yentzer; F. G. Olson; F. G. Thomas, all of Guthrie; Fred Crowther, mgr. Navina, Okla.; C. L. Lockwood; J. L. Robinson, mgr. Eagle City, Okla.; F. S. Gresham; O. B. Benningfield; Harry Callum; D. B. Sibley; O. R. McGavern; Geo. Wall; G. C. Stine, all of Guthrie.



# Grain Trade News

Reports of new firms, changes, deaths, casualties and failures; new elevators, improvements, fires and accidents are welcome. Let us hear from you.

## CALIFORNIA

Shafter, Cal.—The Shafter Growers Ass'n will build an elvtr.

Oakland, Cal.—The Great Western Milling Co. has let contract to the Macdonald Engineering Co. for a \$2,000,000 mill and elvtr. plant.

Stockton, Cal.—The Guernsey Grain Co. and the Girvin Warehouse Co. have bot a site at this point where the Girvin Co. will erect a large warehouse.

## CANADA

Montreal, Que.—Houle & Frere, grain and flour dealers, have registered.—B.

Toronto, Ont.—John Phillips, well known to the grain trade passed away recently.

Toronto, Ont.—The offices of the Canadian Feed Mfg. Co., were damaged by fire.—B.

Alderson, Alta.—We are not in the grain business at present.—N. E. Stuart & Co., Ltd.

Edmonton, Alta.—The Western Canada Flour Mills Co. has decided to rebuild its two grain elvtrs.—B.

Toronto, Ont.—Campbell & McNab, dealers in grain and flour at this point had a fire in their plant recently.

Ft. William, Ont.—The contract has been awarded for construction of the elvtr. of the Canadian Northern Railway.

Uxbridge, Ont.—The Paxton flour mill recently suffered a \$50,000 loss by fire. Only a small part was covered by insurance.

Burford, Ont.—The grain elvtr. and chopping mill occupied by the Burford Coal & Grain Co. was destroyed by fire. The estimated loss is \$10,000.—B.

Pontix, Sask.—I am out of the grain business temporarily and am spending the winter in Washington.—T. H. Kavanagh, agt. Alberta Pacific Elvtr. Co.

St. John, N. B.—The contract has been awarded by the Canadian Government for the construction of grain conveyor equipment at Berth 15, St. John Harbor.

Ilderton, Ont.—The elvtr. of Jas. McIntosh was bot by the United Farmers Union and shortly before the delivery of the property was to take place the plant was destroyed by fire.

Winnipeg, Man.—A change in the method of the bonding of elvtr. operatives is being considered by the Board of Grain Commissioners, on account of the many shortages in outturn cars shipped from country elvtrs. to terminals.

Port Stanley, Ont.—It is now proposed to go on with the grain elvtr. planned here, by the London & Port Stanley Railway, which was postponed on account of the war. The city of London which voted \$100,000 for the purpose will likely be asked for another grant.—B.

New Lowell, Ont.—The elvtr. of John A. Bell & Son, containing 8,000 bus. of grain burned at 6 p. m. Feb. 10. The loss was estimated at \$13,000. The elvtr. was of frame construction with a capacity of 20,000 bus. It had recently been put on a concrete foundation and sheathed with galvanized iron. It was a 110 ft. high and burned like a torch as the village had no fire protection. All of the grain was wheat and is valued at \$7,000. A gasoline tank in which the fuel for the gas engine was stored exploded. It is believed that the engine back fired and a spark hit the tank.—B.

## COLORADO

Fleming, Colo.—W. E. Corbin has succeeded B. A. Batt as mgr. of the Farmers Co-operative Elevator. Mr. Corbin comes from Brush, Colo.

Ft. Morgan, Colo.—The Farmers Platte Valley Mlg. & Elvtr. Co. contemplates the erection of concrete tanks that will increase its capacity to 100,000 bus.

Denver, Colo.—The many friends of T. D. Phelps will be pleased to learn that since leaving the hospital he has continued to gain in health and strength. Since the operation he has gained over 40 pounds weight and is almost back to normal, besides feeling better than he has for a good many years.

Deer Trail, Colo.—The Farmers, Merchants Equity Produce Co. has bot the elvtr. of the Farmers Elvtr. Co. and is in no way connected with the Farmers Milling Co., Inc. We are building a new 25-bbl. Midget Marvel Mill and expect to be in operation in about 30 days.—Chas. Fremont, sec'y Farmers Milling Co., Inc.

## IDAHO

Sugar City, Ida.—A. P. Hamilton is mgr. for us. We recently bot the elvtr. of Miller Bros.—Sugar City Milling Co.

Caldwell, Ida.—The Caldwell Equity Society has increased its capital stock from \$20,000 to \$75,000 and will enlarge the mill.

Moscow, Ida.—Contract has been let by the Mark P. Miller Milling Co. to Alloway & George, for a 300,000 bu. elvtr. and also a two story warehouse to be of reinforced concrete. Work will be started at once and it will be finished for the fall crop.

Preston, Ida.—W. H. Barrett, mgr. of the Inter-Ocean Elvtrs., with headquarters at Salt Lake City, Utah, has closed contracts for the work on a new elvtr. that the company will build here at once. It will cost about \$25,000. Coal sheds and warehouses will also be built.

Caldwell, Ida.—The Interstate Warehouse Co. incorporated, capital stock, \$100,000; incorporators: B. M. Holt, A. B. Cornell, J. J. Marsh, H. B. Scatterday, and E. F. Holt. A grain elvtr. and seed warehouse will be erected at once. Warehouses will be located at Homedale and Parma, Ida.

## ILLINOIS

Utica, Ill.—C. J. Williams bot the elvtr. of J. H. Carlin some time ago.

Penfield, Ill.—We will not build an elvtr. as reported.—O. E. King, mgr. Penfield Grain Co.

Geneseo, Ill.—A 25,000-bu. elvtr. will be built for J. J. Guild & Son by the Younglove Const. Co.

Peoria, Ill.—The Iowa Elvtr. Co. has filed articles of dissolution and surrendered its charter.

Weldon, Ill.—The Weldon Grain Co. is planning to enlarge its facilities for handling business.

Ottawa, Ill.—A. G. Zenor, of Wing, is now mgr. for the So. Ottawa Co-op. Grain & Supply Co.

Stockton, Ill.—The Farmers Co-op. Ass'n is organizing a company to buy the elvtr. of R. L. Coomber.

New Douglas, Ill.—We will install an automatic scale in the elvtr.—C. A. Prange, Prange Milling Co.

Fiatt, Ill.—The Farmers Co-op. Co. will succeed the Farmers Co-op. Elvtr. Co.—Willard Barclay, mgr.

Clinton, Ill.—The Dewitt County Farmers Co-op. Co. is planning to incorporate with a capital stock of \$100,000.

Richland (Pleasant Plains p. o.), Ill.—The Richland Co-op. Farmers Co. has succeeded the Farmers Elvtr. Co.

Minonk, Ill.—We will not build as has been rumored.—J. W. Webster, Minonk Farmers Elvtr. & Supply Co.

Dana, Ill.—The farmers and business men of this vicinity are interested in building an elvtr. and creamery here.

Pekin, Ill.—The Corn Products Co. has bot additional land and it is thot that the company will build additions in the spring.

Winslow, Ill.—Sanford C. Larson has sold his elvtr. at his station to the Winslow Co-op. Ass'n and will retire for the present.

Walker, Ill.—We have succeeded the Robertson & Conover Grain Co., which firm is now out of business.—F. M. Robertson Grain Co.

Decatur, Ill.—The Illinois Grain Dealers Ass'n will hold its annual meeting at the Orlando Hotel in this city on May 11 and 12.

Reynolds, Ill.—Farmers Co-op. Elvtr. Co. incorporated; capital stock, \$40,000; incorporators, L. N. Lewis, A. H. McConnell and others.

Creston, Ill.—I have resigned as mgr. of the Farmers Elvtr. Co. at Agnew, and am now mgr. for D. L. Mowbray at this point.—E. J. Drake.

Lanark, Ill.—R. L. Coomber, of Stockton, has sold his elvtr. to the Farmers Co-op. Co., which was recently organized with a capital stock of \$40,000.

Agnew (Galt p. o.), Ill.—Frank Hall has succeeded me as mgr. of the Farmers Elvtr. Co.—E. J. Drake, mgr. for D. L. Mowbray, Clinton, Ill.

Summerfield, Ill.—The Farmers Co-op. Grain Co. has been incorporated at once with a capital stock of \$30,000. A new elvtr. will be erected at once.

Gridley, Ill.—We have just started in business here, operating as Rathobun & Clandon.—J. P. Guingrich, formerly agt. Hayward Bros. Grain Co.

Nora, Ill.—Robt W. Dobler died of pneumonia after an illness of only a few days, Feb. 9, at the age of 32. He is survived by his widow and small son.

Pekin, Ill.—The carpenter shop of the Turner Hudnut Elvtr. Co., near its big elvtr., burned recently with a loss of \$500. The elvtr. was not endangered.

Cerro Gordo, Ill.—The Cerro Gordo Co-op. Grain Co. has succeeded the Cerro Gordo Grain & Coal Co. and the new company has a capital stock of \$30,000.

Cairo, Ill.—Thistlewood & Co. has accepted plans drawn by L. A. Stinson for the new elvtr. to be erected by them, replacing the house burned Dec. 31.

Lafayette, Ill.—Frank Lauber, mgr. of the Farmers Co-op. Elvtr. Co., was married recently to Miss Martha Daugherty, whose father is also in the grain business.

Osberville (R. F. D. No. 2, Blue Mound), Ill.—We expect to build a new cob burner as soon as weather and the movement of cob corn will permit.—Hight & Cline, Cecil Thompson, mgr.

Berdan, Ill.—We will build a \$12,000 elvtr. of concrete, with all modern equipment, if our present plans for a farmers company turn out O. K.—F. F. Pinkerton, Farmers Co-op. Elvtr. Co.

Belleville, Ill.—The recently organized Farmers Elvtr. Co. is considering 3 different sites for its new elvtr. and just as quick as the matter is settled will put up a 50,000 bu. house.

Waverly, Ill.—Fred Deatherage did not buy or build an elvtr. here. He is installing a Midget Marvel Flour Mill in his seed corn shed. There are only 2 elvtrs. here, mine and W. R. Turnbull's.—E. H. Harrison.

Spires, (Minonk p. o.), Ill.—We have had some repairing done, in fact, have remodeled the elvtr. and put in new bins so that we shall be in shipshape condition for the new crops.—E. M. Reiter, mgr. Spires Elvtr. Co.

Fairbury, Ill.—Frank L. Churchill, formerly active in the grain business, died of heart trouble recently at a hospital in Peoria. He was 60 years of age and at one time was interested with the S. C. Bartlett Co. of Peoria.

Sutter Siding (Mackinaw p. o.), Ill.—The Farmers Grain Co. is defendant in a suit for an accounting brot by the Mindale Grain Co., growing out of a contract made in March, 1917, whereby defendant was to sell all grain bot by plaintiff at a compensation of one-half cent per bushel.

Cairo, Ill.—The Board of Trade has purchased a large building on Seventh street, making an initial payment of \$50,000, and will remodel the fourth floor into a trading hall, the 2d and 3d floors to be used for offices, while on the first floor will be the offices of W. S. Powell, chief grain inspector of the Board. Among the first to remove to the new quarters will be the Halliday Elvtr. Co., the Magee-Lynch Grain Co. and H. S. Antrim.



Knoxville, Ill.—Cation & Tucker have dissolved membership. Eugene Tucker buying the interests of John Cation in the firm.

Ashmore, Ill.—Farmers have organized an elvtr. company and will incorporate in a few days with a capital stock of \$15,000.

Drake, Ill.—When the elvtr. of the Drake Farmers Grain & Supply Co. burned last October, the loss on buildings and a considerable amount of grain simply bankrupted the company and they will not rebuild. Most of the stockholders have gone into an organization at White Hall, known as the "White Hall Co-operative Mill & Elevator Co.," capital stock, \$20,000. They have taken over the "Superior" Flour Mill & Elevators at that place. The Thomas S. Smith Orchard Co. of Chicago will erect a new elevator at Drake as soon as the weather will permit. This company now owns about 1,500 acres in the apple growing section near Drake. They will also erect a large warehouse for the handling of apples, cooperage and spraying material and in connection will also conduct a coal and feed business. I was manager of the former elvtr., have been engaged as manager of the new elvtr.—Robert Hicks.

Decatur, Ill.—Will L. Shellabarger died at his home, Feb. 3, after a 10-day illness with pneumonia. He was 54 years old Jan. 11. About 6 p. m. he seemed much better and talked with his doctor, apparently better than for some time, but at 9, while sitting up in bed, he suddenly collapsed and was gone before anyone reached him. W. L. Shellabarger was one of the best known business men in Central Illinois. He was born and reared in Decatur. When D. S. Shellabarger disposed of his milling business, W. L. Shellabarger remained on as sec'y-treas. of the plant for the American Hominy Co. Later he retired from the company and established a line of elvtrs. In this he was successful as he knew the grain business thoroughly. He was a director and active worker of the Illinois Grain Ass'n for many years. He is survived by his wife and three sons, David S. Shellabarger, Charles Thatcher Shellabarger and William L. Shellabarger, Jr.

## CHICAGO NOTES.

Memberships in the Board of Trade are selling at \$9,800.

Ray Burke, corn pit reporter, has gone with Bartlett, Frazier Co.

Robert W. Kohlhamer, for 30 years a member of the Board of Trade, died Feb. 17, aged 61 years.

A peddler who uses the city streets free of charge may properly be licensed; but why should a broker who pays rent and government taxes pay for an exorbitant city license.

Roy H. Mathie and Herbert Schram have been elected to membership in the Board of Trade. O. H. Ruthledge and E. Middleton have applied for membership and F. S. Hayward and A. R. Swift have posted their memberships for sale.

R. G. Freymark, many years connected with the cash grain interests of the Board of Trade Chicago, passed away at his home in a Chicago suburb. He was 45 years old and had made many friends by his connections with J. P. Griffin & Co. and J. S. Bache & Co.

## INDIANA

Linwood, Ind.—Farmers are making an effort to buy or build an elvtr. at this point.

Michigan City, Ind.—Farmers are discussing the establishment of an elvtr. at this point.

Tippecanoe, Ind.—We are planning to re-side our elvtr. with galvanized iron siding.—Urschel Bros.

Browns Valley, Ind.—The Browns Valley Grain Co. has increased its capital stock to \$30,000.

Greensfork, Ind.—The Greensfork Co-op. Elvtr. Co. has taken over the elvtr. of the Greensfork Elvtr. Co.

Speichers (Wabash p. o.), Ind.—I am mgr. of the Farmers Co-operative Elvtr. Co. at this point.—J. E. Elward.

Battle Ground, Ind.—I am not connected with the grain trade at present.—C. C. Inglis, formerly at Noblesville.

Wanatah, Ind.—We have bot the elvtr. of S. D. Bailey & Co. and will retain C. Bushnell as mgr.—Wanatah Merc. Ass'n.

Terre Haute, Ind.—We have taken over the plants formerly operated by the government and will put them into operation at once. We will buy grain in all the different markets.—C. D. Atherton, Commercial Solvents Corporation.

Pinola (Laporte p. o.), Ind.—The farmers here have given up their plan for co-operative operation of the Johnston Elvtr.

Servia, Ind.—We have increased our capital stock to \$30,000 and will build coal sheds.—Piercie Huter, mgr., Servia Elvtr. Co.

Richpoint, Ind.—We do not expect to build an elevator here as has been reported.—A. G. Montgomery, mgr. Farmers Co-op. Ass'n.

Fountain City, Ind.—W. D. Wilson & Co. of Lakeville, have bot the elvtr. of Powell & Co. here.—Geo. G. Williams, formerly head salesman for Powell & Co.

Warsaw, Ind.—Farmers are organizing an elvtr. company here to put up a house. It will have a capital stock of \$30,000 and will be incorporated soon.

Walton, Ind.—No elvtrs. are being enlarged or built around here so far as we know, all reports to the contrary.—James M. Deniston, mgr. Walton Grain Co.

Gadsden (Lebanon p. o.), Ind.—Goodrich Bros. Hay & Grain Co. have let the contract for remodeling their elvtr. to Ballinger & McAllister.—Geo. M. Twidinger, mgr.

Indianapolis, Ind.—Sam J. Bruce is now mgr. for the H. E. Kinney Grain Co., in the consignment dept. He is well known having grown up with the trade.

La Fayette, Ind.—Frank R. Futherer, mgr. for J. W. Phillips was called to Ft. Wayne by the severe illness of Mr. Phillips, who was taken sick while on a business trip.

Crawfordsville, Ind.—Dean Little, formerly with the Merchants National Bank at Indianapolis has accepted the position of sec'y of the Newton Buzenbark Grain Co.

Boyleston, Ind.—E. E. Ogle, Pat Miner, Cecil Wallace and myself have bot the elvtr. of F. P. McComas and will operate as the Boyleston Grain Co.—Otto Lefforge, mgr.

Frankfort, Ind.—I have bot the Vandalia Grain & Coal Co.'s plant and am operating it as the T. E. Frantz Grain & Coal Co.—T. E. Frantz, formerly mgr. Clinton Grain Co.

North Manchester, Ind.—The Farmers Elvtr. Co. has bot the elevator of Kinsey Bros. for a consideration of \$30,000, possession to be given March 1. This will end all controversy as to the building of a new elvtr. at this point.

St. Louis Crossing, Ind.—The Farmers Co-operative Grain Co. has been organized here and will incorporate for \$60,000. It will take over the elvtr. of the Farmers Grain Co. and will also build a new 30,000-bu. house this spring.

Swayzee, Ind.—We will build a new office at the mill, recently purchased with an elvtr. from Swayzee Milling Co., and install new truck scales, making other necessary improvements. R. A. Burris will be retained as mgr.—United Grain & Supply Co.

Lafayette, Ind.—Our plant, with all contents, was completely destroyed by fire on Feb. 12, except the office, three boilers and an engine. The fire started about 12:15 noon, while the mill was running and was evidently caused by a hot bearing on the third floor.—D. O. Green, Lafayette Corn Flour Mills.

Monroe, Ind.—Jno. Floyd has bot the elvtr. of the Monroe Grain, Hay & Milling Co. to be operated as the Monroe Grain Co., having following officers: E. W. Busche, pres.; Julius Reichart, v-pres.; John Floyd, sec'y and treas. Electric power will be installed to replace the steam now used.—J. Floyd, Monroe Grain Co.

## IOWA

Marengo, Ia.—The Marengo Grain Co. has been dissolved.

Bedford, Ia.—B. J. Moneyhan is mgr. of the Farmers Union Elvtr. Co.

Le Mars, Ia.—Will Utech is now sec'y-treas. of the Farmers Elvtr. Co.

Winfield, Ia.—T. W. Lamme is mgr. for the Winfield Elvtr. & Supply Co.

Indianola, Ia.—The Farmers Co-op. Elvtr. Co., incorporated; capital, \$50,000.

St. Benedict, Ia.—Farmers are organizing an elvtr. company at this point.

Mediapolis, Ia.—F. B. Lutes has resigned as mgr. of the A. D. Hayes Elvtr. Co.

Granville, Ia.—The Granville Co-op. Grain Co. has installed a 20 h. p. engine.

Fremont, Ia.—The Fremont Co-op. Ass'n is being formed in this city and will have a capital of \$75,000.

Rolfe, Ia.—The Charlton-Larson Grain Co. has installed an automatic scale.

Rock Rapids, Ia.—Farmers are making an effort to organize an elvtr. company.

Fort Madison, Ia.—An elvtr. will be erected by the farmers of East Fort Madison.

Jessup, Ia.—The Farmers Elvtr. Co. has bot new scales and will build a warehouse.

Centerville, Ia.—Farmers are interested in building a new elvtr. and warehouse here.

Maple Hill, Ia.—The erection of an elvtr. here is being planned by farmers of this vicinity.

Gruver, Ia.—P. H. Graves has installed a new motor, J. G. Willey, mgr., Farmers Elvtr. Co.

Miller, Ia.—We have installed a new 10 h. p. Fairbanks-Morse Engine.—A. H. Miller, agt. Quaker Oats Co.

Elliott, Ia.—C. J. Kinney and R. Hillhouse have bot the elvtr. of D. C. Reynolds, possession to be given Mar. 1.

Gladbrook, Ia.—A coal handling plant will be erected for the Farmers Elvtr. Co. by the Younglove Const. Co.

Aurelia, Ia.—C. E. Balluff, mgr. of the grain department of the Farmers Elevator Co. has removed to Egan, Ill.

Le Grand, Ia.—The Cook Bros. Grain Co. has been succeeded by the Le Grand Elvtr. Co. Warren Dirock will be mgr.

Fairmont, Ia.—The Monroe & Fairmont Co-op. Elvtr. Exchange will probably buy an elvtr. here and build one at Monroe.

Orange City, Ia.—We will improve one of our elvtrs. and put in new truck dump.—H. Eggink, mgr. Farmers Elvtr. Co.

Pomeroy, Ia.—Fire in the elvtr. of the Farmers Elvtr. Co. was put out recently with small loss by the use of water buckets.

Audubon, Ia.—The farmers of this section are organizing an elvtr. company and are making efforts to buy the local house.

Marengo, Ia.—I have bot W. E. Smith's interest in the Marengo Grain Co. and will now operate in my own name.—H. C. Pote.

Guernsey, Ia.—The elvtr. operated by Miner & Wenger will hereafter be operated by Gilchrist & Co. with R. E. Wenger as agt.—R. E. Wenger.

Eldora, Ia.—John Potgeter, formerly in the grain business in this city, is confined to bed with influenza. He has removed to Steamboat Rock, Ia.

Shenandoah, Ia.—The Farmers Co-op. Exchange of Essex will increase its capital stock from \$25,000 to \$50,000 and will operate a branch at this point.

Manning, Ia.—Martin Peterson has bot the holdings of P. A. Martens in the P. A. Martens Grain Co. Mr. Martens will go into the auctioneering business.

Klemme, Ia.—Herman Miller, who has been in the U. S. Army for the last 6 years and who formerly operated my house is again mgr.—Walter F. Lau.

Winterset, Ia.—The farmers are forming a co-operative company which will have a capital of \$30,000. They have secured an option on a piece of ground where the elvtr. will be erected.

Emerson, Ia.—The Farmers Union Co-operative Merc. Co. will build a 15,000-bu. cement elvtr. here as it has been unable to come to terms with the local company for the purchase of the elvtr. already here.

Hartley, Ia.—Chas. C. Pavic has purchased the elvtrs. of C. H. Betts at Hartley and Moneta, effective Mar. 1. Mr. Pavic will remove to Hartley and manage that house while I am retained to manage the one at Moneta.—J. F. Jones, Moneta.

Lester, Ia.—We sold our elvtr. here to Chas. Pavick of Pringhar, and he has traded it to A. H. Betts of Mitchell, S. D., possession given Mar. 1. Don't know what I shall do after that, but will probably stay in the grain business.—Fred A. Bremer, Bremer & Bremer.

Oyens, Ia.—There has been some misunderstanding about the mgrs. here. I am mgr. for the Oyens Co-operative Co. with A. J. Orban as my asst. Since Jan. 1. The Iowa Light Power Co. has agreed to furnish electric power to the Town of Oyens, provided a certain amount of bonus could be raised so we got busy and got out and worked hard and think the task has been completed and by April 1st we will see the little village with some real lights and sure will make some improvements to the town.—J. L. Doud, mgr. Oyens Co-op. Co.



Pomeroy, Ia.—Malcom Peterson has let the contract to the Younglove Const. Co. for an elvtr. of 25,000 bus. capacity, covered with galvanized iron and 4-ply asbestos roofing.

Manson, Ia.—Mrs. E. R. Rudloff, wife of the mgr. of the Farmers Co-op. Elvtr. at this city, passed away recently, a victim of influenza. Later Mr. Rudloff resigned his position.

#### DES MOINES LETTER.

M. M. Moberly has applied for membership in the Board of Trade.

Henry A. Rumsey of Rumsey & Co., Chicago, Ill., has applied for membership in the Des Moines Board of Trade.

Members of the Board of Trade gave a dinner recently in honor of Eugene Squires, former mgr. of the Des Moines Elvtr. Co. Among the speakers were Geo. A. Wells, sec'y of the Western Grain Dealers Ass'n; E. G. Wylie, freight commissioner, and E. L. Morris, grain supervisor. Clark Brown presided.

#### SIOUX CITY LETTER.

The steel and cement to be used in the construction of the elvtr. of the Farmers Terminal Elvtr. Co. is now on the ground and the work will be started as soon as the frost is out of the ground.

Protection for sellers of grain on the Board of Trade is proposed under a resolution prepared by the directors providing that on all sales of grain to go to elvtrs., mills or warehouses the buyer shall order the grain to the elvtr. and the ownership shall remain in the seller's hands until the grain is paid for, and if the grain is not unloaded within 144 hours the purchaser shall pay 90 per cent of the value of the grain on demand, based on shipper's weights. The purchaser shall furnish a bond as security to cover floor sales, and the amount of such bond shall be determined by the board of directors.

### KANSAS

Belpre, Kan.—I am mgr. for the Co-op. Equity Union.—A. M. Long.

Sanford, Kan.—J. W. Mead has erected a 2,500 bu. addition to his elvtr.

Abilene, Kan.—A grain bin will be erected by the Abilene Flour Mills Co.

Havensville, Kan.—We will not build as has been reported.—Farmers Union.

Elmo, Kan.—I have sold my elvtr. to the Farmers Union here.—W. T. Hacker.

Hutchinson, Kan.—The Ayres Grain Co. has removed to the Rorabaugh-Wiley Bldg.

Ford, Kan.—We will give our mill a general repairing in the spring.—Ford Co-op. Exchange.

Hope, Kan.—A. F. Roberts has just completed an ironclad elvtr. for the Farmers Elvtr. & Supply Co.

Homer, Kan.—The elvtr. of the Farmers Co-operative Merc. Ass'n has been sold to a stock company.

Atwood, Kan.—Claude Neubar of Parks, Neb., has succeeded W. C. Manning as mgr. of the Equity Exchange.

Balta, Kan.—The Russell Milling Co., of Russell, has bot the elvtr. of the Farmers Co-operative Merc. Ass'n.

Alma, Kan.—I have succeeded H. F. Strasser as mgr. for the Farmers Union Co-op. Elvtr. Ass'n.—A. E. Senge.

Phillipsburg, Kan.—The Phillips County Farmers Union will probably erect a fireproof elvtr. in the spring.

Atwood, Kan.—C. M. Linn's elvtr. has been purchased by C. N. Conquest, who will make some improvements.

Newman, Kan.—We will enlarge our houses here and at Grantville.—J. G. Trant, Farmers Elvtr. Co., Perry.

Hutchinson, Kan.—We will build an elvtr. here "sometime" but have no definite plans.—Wm. Kelly Milling Co.

Wellsville, Kan.—T. L. Bailey has succeeded W. A. Morway as mgr. of the Farmers Union Co-op. Business Ass'n.

Harveyville, Kan.—The Harveyville Business Grange Ass'n has bot and taken possession of the elvtr. of J. H. Dougan & Son.

Randolph, Kan.—The Farmers Elvtr. Co. has let the contract to A. F. Roberts for an elvtr., iron clad, equipped with 10-ton auto truck scale, Fairbanks Automatic Scale and Beall Cleaner.

Salina, Kan.—The Robinson Mfg. Co. will erect eight concrete tanks which will increase its storage capacity to over 300,000 bus.

Topeka, Kan.—Farmers along the R. I. and the U. P. R.'s are agitating the organization of a company to build a 250,000-bu. elvtr. here.

Herdon, Kan.—I have resigned as mgr. of the Equity Elvtr. Co. at Naponee, Neb., and am now mgr. of the Equity Exchange here.—J. J. Metts.

Carlton, Kan.—I have also sold my elvtr. here. A milling company of Kansas City, Mo. has bot land here and will build a house.—W. T. Hacker, Elmo.

Rozel, Kan.—A com'te has been named to investigate with a view to installing a community mill of 50 barrels daily capacity in the plant of the Union Grain Co.

Wichita, Kan.—The Hipple Grain Co., of Kansas City, Mo., has established branch at Wichita, Kan. J. W. Gerhardt formerly on the road for this company, is manager.

Salina, Kan.—J. J. Owens resigned his position with The Twidale Wright Grain Co. at Kansas City to go with the grain department of the Weber Flour Mills at this city.

Zarah, Kan.—The Zarah Mill & Elvtr. Co. now being organized will have a capital of \$25,000 and will construct a concrete elvtr. having a capacity 15,000 bus. A feed mill and warehouse will be operated in connection.

McPherson, Kan.—The Walker Flour Mills of Salina recently bot the elvtr. of the Farmers Elvtr. Co. and it has now been sold to the Haustad, Morrisson Lumber Co., who will operate the elvtr. and use the coal bins.—F. B. Hawthorne.

Kismet, Kan.—The Reno Grain Co., R. C. Moore, Plains, prop., operates one of the elvtrs. here and the other house is operated by the Kismet Equity Exchange. Mr. Moore owns 3 elvtrs. out here; one here, one at Cullison, and one at Plains, which is our headquarters. Mr. Moore is supr. mgr. of them all. I am mgr. here.—F. A. Prater, active mgr. Reno Grain Co., Kismet.

Salina, Kan.—We have bot out the Ellsworth Mill & Elevator Co. We have just arranged to take over this property, the mill located at Ellsworth, within 30 days for remodeling and enlarging to the capacity of 500 bbls. daily and nine outside elvtrs. on July 1, 1920. These are located at Lorraine, Jannssen, Bunker Hill, Black Wolf, Frederick, Ellis, Oakley, Mingo and Carneiro, Kansas, all in the best wheat section of the state. They will add about 250,000 bus. to our present wheat storage, giving us approximately 350,000 bus. storage in all. These houses will be valuable as feeders to the mills at Salina and Ellsworth. The remodeling of the mill will begin during the next 30 to 60 days and when completed will give us a total capacity of 2,500 barrels daily.—H. D. Lee Flour Mills Co., Chas M. Todd, Sec'y.

### KENTUCKY

Paducah, Ky.—Geo. L. Harrison is now mgr. of the Vincent-Hudgens Grain Co.

Stephenport, Ky.—The Stephenport Mill & Elvtr. Co. incorporated, capital \$10,000; R. L. Edmond, L. Perkins and others, incorporators.

Harrodsburg, Ky.—Botna Bro. & T. H. Coleman have sold their interests in the Cogar Grain & Coal Co. to Banks, Hudson & John Davis, of Danville.

Onton, Ky.—W. H. Dickerson, a dealer in grain at this point for many years lost his life when a wheat separator under which he was working dropped on him.

### LOUISIANA

Shreveport, La.—The Shreveport Mill & Elvtr. Co. plans to use steel and iron-clad construction in its new buildings.

Crowley, La.—The Mutual Rice Co. has been incorporated with \$75,000 capital stock to do a rice brokerage business. Incorporators, A. Kaplan, Crowley; L. M. Simon, New Orleans; Sol Kaplan, New York and Frank Kiefer, New Orleans.

New Orleans, La.—The Grain Com'te of the Board of Trade has found it necessary to make a small increase in the weighing fee, and the directors of the Board have adopted a resolution "that the inward fee for weighing grain and physical condition report be fixed at 75c per car, and that the outward weighing fee be fixed at 35c a thousand bushels, to become effective March 1st, 1920."

### MARYLAND

Easton, Md.—The Easton Mfg. Co. will erect a 15,000-bu. tile elvtr.

Hagerstown, Md.—D. A. Stickell & Sons have let the contract for a four-story fireproof warehouse which will be equipped with automatic machinery for taking products from the mill to storage house and cars.

#### BALTIMORE LETTER.

Fred B. Carr, of Hallet & Carey, Minneapolis grain merchants, applied for membership in the Chamber of Commerce.

Chamber of Commerce memberships that were recently raised by the directors of the Chamber of Commerce from \$50 to \$1,000, have been bringing from \$250 to \$300 by resellers lately.

The General Food Products Co., of New York, has, it is said, acquired a controlling interest in the Baltimore Pearl Hominy Mills. Scott F. Evans to continue as mgr. The addition of a syrup factory is contemplated.

### MICHIGAN

Bangor, Mich.—The Bangor Co-op. Co. will build or lease an elvtr. at once.

Prattville, Mich.—The Prattville Farmers Elvtr. Co., organized recently, intend to operate an elvtr. at this point.

Sharpville, Mich.—We will build a small warehouse here and equip it with grain cleaners and feed mill. We bot our property from the Hess Elvtr. Co.—Grange Co-operative Elvtr. Ass'n.

Escanaba, Mich.—The Hewett Grain & Provision Co. has bot the 60x90 ft. grain warehouse of the F. Braastad Estate. It is equipped with 2 bins, each holding 5 carloads, and grain can be loaded direct from cars to bins.

Grand Rapids, Mich.—We have opened our offices in the Ashton building and are now doing a general jobbing business in beans, grain, hay and potatoes. The firm is composed of H. L. O'Rourke, Geo. S. Norcross and W. G. W. Griffin.—West Michigan Jobbers, Inc.

Constantine, Mich.—The elvtr. of the Constantine Co-operative Co., containing 2½ carloads of rye and several carloads of barley, corn and feed, burned at 4:30 p. m., Feb. 4. The elvtr. was set on fire by sparks falling on the roof from the burning M. C. depot a few feet away. The loss on the elvtr. is placed at \$25,000. It was partially covered by insurance and will be rebuilt as soon as possible.

Marquette, Mich.—We had a fire in our elvtr. but it did not destroy it, only gutted it. We will repair the elvtr. as it was before, 20,000 bu. capacity. We had some insurance and we can stand the loss. We were supposed to have insurance enough to take care of the loss, but we unloaded a car of flour the day before the fire occurred. We have no idea how the fire originated.—F. B. Spear & Sons.

### MINNESOTA

Ceylon, Minn.—Farmers Elvtr. Co. will repair its elvtr.

Conger, Minn.—Farmers are planning to build an elvtr. in this city.

St. Paul, Minn.—Tierney & Co. suffered a \$5,000 loss in a recent fire in their elvtr.

Grove City, Minn.—Geo. G. Moe is now mgr. of the Northwestern Elvtr. at this point.

Clitherall, Minn.—A. J. Shattuck has sold his interest in the Farmers Elvtr. Ass'n at this point.

Kenyon, Minn.—M. T. Gunderson is putting new machinery in the mill operated in connection with his elvtr.

Dodge Center, Minn.—Walter H. Abbott has been employed to operate the elvtr. of Andrew Frederickson, who is in poor health.

Carlisle, Minn.—G. Hanneman and R. Wallin have taken over the Minneapolis Northern Elvtr. Co. which after remodeling will be used for storing hay for shipment.

Syre, Minn.—I am going to build a potato house here in the summer and will need some machinery for it. My elvtr. is known as the Geo. Moebeck Elvtr.—Geo. Moebeck.

St. Paul, Minn.—The Consumers Flour Mills Co. was recently incorporated with \$500,000 capital stock and C. C. Chambers, pres., and C. A. Serum, sec'y treas., with the idea of erecting a 1,000-bbl. mill. Mr. Chambers is also pres. of the Consumers Grain Co. and C. A. Serum, vice pres. The Consumers Grain Co. was formerly C. C. Chambers & Co.—Consumers Grain Co.



Claremont, Minn.—Edw. P. Kidder has bot the interest of W. C. Brown in the Brown & Conat Elvtr Co. The firm will now operate under the name of the Duncan & Kidder Elvtr. Co.

Appleton, Minn.—The Northwestern Elvtr. here has been purchased by John J. Hagen, for many years mgr. of the Farmers Elvtr. at Holloway, Minn. He will take possession July 1.

## DULUTH LETTER.

Duluth, Minn.—John H. Ball is now with the American Maltng Co., of Peoria. He was formerly head of United Grain Co., which recently went out of business.

A proposal has been made to advance the cost of membership in the Duluth Board of Trade from \$5,000 to \$7,500. Members are of the opinion that there is enough business in Duluth to warrant this increase.

## MINNEAPOLIS LETTER.

R. S. Stephens, mgr. for years for Ware & Leland at this city, has resigned and gone to C. E. Lewis & Co. C. S. Watts will succeed him as mgr. for Ware & Leland here.

W. H. Comrie, traveling representative of the McKindley Grain Co., and engaged in the grain business since 1878, has resigned to engage in another line of business, at Fargo, N. D.

L. C. Andrews, an old member of the Chamber of Commerce employed by the Van Dusen-Harrington Co., died Feb. 7 of pneumonia. He was 50 years old, and had been in the grain trade here for 29 years.

## MISSOURI

Butler, Mo.—A feed store has been opened by the Farmers Elvtr. Co.

Amoret, Mo.—Farmers Elvtr. Co., No. 5, incorporated, capital stock \$16,000.

New Hampton, Mo.—I am going to build a new elvtr. here this spring.—W. J. Ebersole.

Fortescue, Mo.—A flour mill of 25 bbls. daily capacity will be installed by the Fortescue Elvtr. Co.

Mound City, Mo.—W. R. Hill is now mgr. and sec'y-treas. of the Mound City Mill & Elvtr. Co. W. C. Andes is pres.

Morrison, Mo.—A farmers elvtr. company is being organized at this point. The company is to have a capital stock of \$50,000. Ellis Copley is sec'y.

Albany, Mo.—I have bot the elvtr. and milling business of Nicholson Co. and will build a new elvtr. here sometime this year.—W. J. Ebersole, New Hampton.

Springfield, Mo.—The Paragon Mills Co., incorporated, capital stock \$100,000. Incorporators, A. D. Allen, S. P. Tracy, R. E. Laughlin, A. A. Johnson and J. W. Widmer. They will conduct a general grain business and handle feed for animals.

Brunswick, Mo.—The interest of W. S. Owen in the Halliburton-Owen Grain Co. has been taken over by D. R. Halliburton, Mr. Owen retaining the elvtr. at Keytesville and becoming identified with the Carlisle Grain & Commission Co., of Kansas City.

Subject to change the following are the dates for joint meetings of farmers and grain dealers: April 26, Sikeston; April 27, St. Louis; April 28, Hannibal; April 29, Moberly; April 30, Chillicothe; May 3, St. Joseph; May 4, Kansas City; May 5, Sedalia; May 6, Joplin; May 7, Springfield, Mo.

## KANSAS CITY LETTER.

Miss Irenè Canterbury, who was to have been sec'y-treas. of the new Cunningham-Graham Grain Co., has returned to the B. F. Hargis Grain Co.

A new scale of inspection and weighing fees, providing for material advances all over the state, effective March 1, has been issued by the Missouri State Grain & Warehouse Commission. The rates are as follows: Inspection, \$1 per car; reinspection, \$1 per car; samples, 25c each; in weighing, \$1; out weighing, 50c per car. Weighing direct transfers at public elvtrs, \$1 per car. Only one weight is charged for on transfer cars. Grain weighed in or out of wagons 20c per wagon load. Weighing grain to be sacked, \$1 per car and 50c per car extra for counting and certifying to number of sacks in car and \$1 extra per car to witness the weighing and certify to the weight of each sack. Duplicate inspection certificates, 10c and car condition reports 25c each.

Victor S. Simonds, at one time with the Simonds-Shields Grain Co., died recently of pneumonia at Garden City, Kan., aged 35 years.

A. R. Walters has opened an office in the Postal Telegraph building and will enter the grain business on his own account and will operate as A. R. Walters & Co. He was formerly connected with the Knight Grain Co. and was at one time grain inspector for the Santa Fe.

## ST. JOE LETTER.

J. L. Moore of Omaha has succeeded Miss Taylor as local representative of the Taylor Grain Co.

A federal grain supervision office will be established in this city before July 1 in charge of Jas. P. Stanfield, with two assistants.

Isaac Motter, vice pres. of the J. L. Frederick Grain Co., died Feb. 6 at Sidney, Ia. His death was unexpected as he was in apparent good health. He had long been engaged in the grain business and was a charter member of the St. Joseph Board of Trade and St. Joseph Grain Exchange. From Hagerstown, Md., the place of his birth, he came to St. Joseph in 1876 and joined A. L. Kerr & Co. He had gone to Sidney on a business trip and became ill after leaving the hotel to go to the train for St. Joseph. Returning to the hotel he died.

## ST. LOUIS LETTER.

A. Keith has applied for membership in the Merchants Exchange.

Edward B. Immer, well known on the Merchants Exchange, died recently.

An appropriation of \$12,000 for advertising during the current year has been approved by vote of the members of the Merchants Exchange.

T. A. Bryant writes from Miami, Fla., that the sight of the bathers gives him a temperature of 160 degrees and his heart has worn a hole in his suspender. Someone must bring him home.

Capt. William Price, for many years a member of the Merchants Exchange, died Feb. 9, at his home in New York City. Death was due to pneumonia. He was 79 years old and unable to stand so severe an illness.

J. S. Bache & Co., brokers in grain and stocks and members of the leading exchanges, will open an office in this city under the management of Bert Forrester. Quarters will be taken in the Merchants Exchange bldg.

## MONTANA

Wolf Point, Mont.—The Northeastern Montana Co-operative Elvtr. Ass'n has been formed to include the farmers elvtrs. of Phillips, Valley, Roosevelt, Sheridan and Richland Counties. Glen E. Vinson of this city is pres., C. P. Hartin of Saco, sec'y treas.

Billings, Mont.—Ralph W. Soule, formerly representing McCaull-Dinsmore Co. at Lewistown, has recently opened an office in the Securities Bldg. and will engage in the grain commission business on his own account.—R. W. Soule, correspondent for the Flanley Grain Co.

Absarokee, Mont.—Fire destroyed the Absarokee Flour Mill and contents. The loss is estimated at \$20,000, of which only \$14,000 was covered by insurance. The contents included 1,000 bus. of seed wheat, 1,200 bus. of ground feed and 50 tons of flour. It is believed the fire was of incendiary origin and an employee is in jail who admits that he stole certain articles the night of the fire, but says he did not set the plant afire.

## NEBRASKA

Tecumseh, Neb.—W. A. Goosman will operate an elvtr. here.

Weeping Water, Neb.—J. L. Wiles has bot the elvtr. of Nels Sogard.

St. Paul, Neb.—The Farmers Elvtr. Co. has decided not to sell its elvtr.

Prague, Neb.—Anton Peterzelka is now mgr. for the Farmers Elvtr. Co.

Merna, Neb.—C. W. Layton has resigned as mgr. of the Farmers Grain & Supply Co.

Pawnee City, Neb.—The new plant of the Brown Grain Co. is open and in operation.

Superior, Neb.—Ernest Hayes is now connected with the Superior Terminal Elvtr. Co.

Valley, Neb.—The concrete elvtr. of the Waterloo Elvtr. Co. will be completed in a few days.

Wayne, Neb.—Merle Roe has succeeded Glen Rowe as mgr. for the Farmers Union Elvtr. Co.

Shelby, Neb.—H. E. Larson is now mgr. for the Farmers Grain Co., succeeding Frank Braithwaite.

Arlington, Neb.—Frank Braithwaite, of Rising City, is the new mgr. of the Farmers Lumber & Grain Co.

Sutherland, Neb.—The Farmers Union has let contract to Hildebrand, Boals & Cramer for a 15,000-bu. tile elvtr.

Talmage, Neb.—The Farmers Union has let contracts to Hildebrand, Boals & Cramer for a 30,000-bu. tile elvtr.

Juniata, Neb.—I have succeeded E. P. Hubbard as mgr. of the Juniata Gr. & L. S. Ass'n.—Theo. H. Bierman.

Genoa, Neb.—The Farmers Co-operative Grain & Milling Co. has been incorporated with \$100,000 capital stock.

Brainerd, Neb.—The Farmers Elvtr. Co. has decided to add lumber to its stock and will build extensive lumber yards.

Glenwood, Neb.—F. A. Simpson, mgr. Glenwood Elvtr. Co., was stricken with apoplexy while at work and died almost instantly.

Ruskin, Neb.—The Farmers Produce Ass'n has been incorporated with \$15,000 capital stock, to deal in grain, coal and lumber.

Randolph, Neb.—Paul G. Carroll is again mgr. for the McCaull-Webster Elvtr. Co. He was formerly mgr. for the company at Hawarden, Ia.

Wauneta, Neb.—Leo Crowell has resigned as mgr. of this elvtr. to go into the garage business.—H. E. Hoff, mgr. Wauneta Equity Exchange.

Naponee, Neb.—I have resigned as mgr. of the Equity Exchange here and will take charge of the Equity Elvtr. at Herndon, Kan., at once. J. L. Coles succeeds me.—J. J. Metts.

Potter, Neb.—The Potter Grain Co. has reopened its house here under the management of Leo Young, who was mgr. for the company at Dix. The elvtr. at that point has been closed.

Schuyler, Neb.—The Wells-Abbott-Nieman Co. has increased its capital stock to \$1,500,000 and will probably build a new elvtr. soon. The company also intends to buy several elvtrs. this summer.

Brule, Neb.—Earl Nelson, mgr. of the Farmers Elvtr. Co., has decided to remain here and has therefore given up his idea of going to Elwood to handle the elvtr. of the new Farmers Elvtr. Co. at that point.

Parks, Neb.—Claude Neubar has resigned the management of the Equity Exchange to manage the Equity Exchange at Atwood, Kan., and H. A. Jones, mgr. of the Equity's store will act as grain mgr. until one can be employed.

Elwood, Neb.—The Farmers Elvtr. Co., recently incorporated here, has bot the elvtr. of W. M. Bruce, and G. T. Burt is temporarily mgr. Earl W. Nelson, mgr. of the Farmers Elvtr. Co. of Brule, having reconsidered his decision to take the place. He will remain at Brule.

Lodge Pole, Neb.—We have purchased the J. C. Wolfe Building on front street and will open a Co-operative genl. mdse. store within sixty days. A. R. Jameson, Jr., will be general manager of the elvtr. and store. We have shipped 250,000 bushels of wheat during the past season and will receive 100,000 bushels more before another crop. Our ass'n has had a very prosperous year.—Farmers Union Co-op. Grain & Stock Ass'n.

## NEW ENGLAND

Middlebury, Vt.—We have no storehouse or elvtr. in sight. Everything is taken at car door, by co-operative purchasing in car-lots.—R. A. Elliott, mgr., Co-op. Purchasing Ass'n.

Boston, Mass.—The Chamber of Commerce is figuring on erecting a new \$4,000,000 home, to contain a lunch and a dining room, and a meeting hall. The question will come before the members for a vote in a short while.

Providence, R. I.—Aaron B. McCrillis, pres. of A. B. McCrillis & Son, Inc., died recently at the age of 83. He was hurt in an automobile accident some time ago, but in spite of that kept steadily to his desk up to the last 3 months. He is survived by one son, who was in business with him.



Providence, R. I.—The necessity of a grain elvtr. at this port if it is to get its share of the terminal export business is being earnestly discussed and efforts are being made to solve the problem at once by the New England Commissioners on Foreign and Domestic Commerce.

Barrington, R. I.—Geo. T. Baker, for many years in the grain business, died of pneumonia recently at the age of 77. After he was mustered out of service in '65 he entered the grain business with his brother-in-law, Walter R. Wrightman. During another period he was associated with Wendell P. Holt, under the firm name of Baker, Hale Co., conducting a wholesale flour and grain business and operating the old Adams elvtr. He retired from active business about 1897 and has devoted his time and fortune to banking and educational matters.

## NEW JERSEY

Camden, N. J.—The elvtr. and warehouse of Sitley & Son, Inc. burned Feb. 14. Loss \$150,000. Only the charred ruin of the south end of the warehouse is standing. The plant will be rebuilt as soon as possible.

## NEW MEXICO

Clovis, N. M.—C. W. Fager and A. L. Dickey are among the farmers interested in a plan to buy the elvtrs. at Clovis, and Havener, N. M., and Farwell and Bovina, Tex.

Santa Fe, N. M.—Leo Hersch, for 50 years a resident of this city and for 23 years in the grain business, as the successor of S. Wedeles, died recently. His wife and two daughters survive him.

## NEW YORK

Geneseo, N. Y.—The Interstate Grain & Seed Co. of Buffalo has bot the grain salvaged from the fire which recently attacked the mill of Tomkinson, Kenyon & Tomkinson in this city.

Lake George, N. Y.—I have been considering going into the grain business here for some time, but shall at least wait until spring.—E. C. Worden, Worden Lumber Co., Washington Grove, Md.

## BUFFALO LETTER.

During the recent cross-examination of Geo. E. Pierce, whose affairs are being investigated with a regard to possible bankruptcy proceedings, it developed that Mr. Pierce gave warehouse receipts for large amounts of grain to three local banks to cover loans when he did not have that amount of grain in his elvtr. It is stated that warehouse receipts were given for 93,000 bus. of oats stored in the Evans elvtr., and when the bank levied on the oats there were only 1,646 bus. in the elvtr. The hearing is expected to last two days.

## NEW YORK LETTER.

New York, N. Y.—The Schilthuis American Trading Co. has succeeded Schilthuis & Co. The new offices are in the Produce Exchange Annex.

The following holding associate memberships in the New York Produce Exchange have resigned and have made application as regular members: Wilfrid F. Rosar, Kenneth B. Stoddart, Otto E. Auerbach and Thomas C. O'Brien. Applications for membership have also been received from the following: Clarence E. Krauss, Paul F. Goldstein, Edmund N. Giles, Jacob Ostrowsky, Ernest Reiner, Joseph Vollkommer, Wm. H. Meeder and Eugene V. N. Bissell.

## NORTH DAKOTA

Rock Lake, N. D.—Repairs have been made to the plant of the Farmers Elvtr. Co.

Bowdon, N. D.—F. D. Johnson will succeed H. E. Showers as mgr. of the Equity Elvtr. Co.

Casselton, N. D.—The Farmers Milling & Elvtr. Co. is considering the rebuilding of its plant.

Fryburg, N. D.—The elvtr. of the Fryburg Farmers Co-op. Union has been closed.—A. H. Anderson, pres.

McHenry, N. D.—S. K. Lillethun, who has been agent for the Hammer, Halverson, Beier Elvtr. Co., is erecting a feed mill.

Jud, N. D.—Stanley Jackson, former manager of the Farmers Elvtr. at Moselle (Wynndmere p. o.) has bot the H. E. Putman elvtr. at this point.

Elliott, N. D.—Friends of C. L. Packard, mgr. of the Farmers Grain & Seed Co., will regret to learn of the death of his wife, Jan. 29.

York, N. D.—Mail addressed to E. L. Warrington, reported to have purchased an elvtr. at this point, has been returned "unclaimed."

Drayton, N. D.—The wife of Nils R. Tacklind, well known in farmers' elevator circles and to the independent dealers, died Jan. 27, after a long illness.

Manfred, N. D.—Our plans are to overhaul our elvtr., put in a new foundation and build an addition to our office.—L. Hanson, mgr. Manfred Co-op. Grain Co.

Elliott, N. D.—The Andrews Grain Co., under the management of G. H. Bruns, is at present dealing in all kinds of grains and feeds and will build a seed house in the near future.

## OHIO

West Park, O.—The Union Elvtr. Co. has bot the business of Wm. Feuchter.

Lockwood, O.—We have bot the business of C. A. Walcott.—The Gleaner Store & Elvtr. Co.

West Liberty, O.—The farmers are contemplating organizing a co-operative elvtr. company.

Cincinnati, O.—The Brouse-Skidmore Grain Co. increased its capital stock from \$25,000 to \$40,000.

Bascom, O.—The Bascom Elvtr. & Supply Co. has increased its capital stock from \$15,000 to \$40,000.

Gettysburg, O.—Russell S. Witwer is mgr. for the Equity Exchange, which recently bot the elvtr. here.

Coldwater, O.—The Coldwater Equity Exchange has been incorporated for \$50,000 and bot an elvtr.

Columbus, O.—Frank P. Kienzie, sec'y of the Central Grain & Mlg. Co., passed away recently in this city.

Green Creek Sta., (Fremont p. o.), O.—D. M. Potter has succeeded John Welsh as mgr. of the Green Creek Elvtr. Co.

Dorset, O.—A new firm is building an elvtr. here and will install a new coal elvtr.—Gleaner Store & Elvtr. Co., Lockwood.

Chillicothe, O.—The Weidinger Elvtr. Co. has leased the Weidinger Elvtr. from the Government for a period of seven months.

Toledo, O.—Carl Bryant, ass't sec'y, and L. G. Macomber, traffic commissioner, have been elected members of the Produce Exchange.

McComb, O.—L. B. Einsel, who sold his elvtr. at No. Baltimore over a year ago, is now with the Sneath Cunningham Co. at Tiffin, O.

Lima, O.—The Taylor & Bournique Co., of Milwaukee, Wis., has established a branch office in the Holland Bldg. here in charge of F. A. Derk.

Summitt (Cincinnati p. o.), O.—A farmers co-op. elvtr. has incorporated for \$25,000. They have taken an option on the mill of H. Clark at this point.

Sidney, O.—We have disposed of our elvtr. and mill and the name of the new firm is Sidney Farmers Exchange Co.—F. J. Russell, mgr. Farmers Grain & Milling Co.

Tiffin, O.—The Farmers Elvtr. & Supply Co. incorporated for \$100,000, will probably purchase in this territory. An option has been secured on the elvtr. of W. G. Trumpler.

Troy, O.—Geo. Williams, formerly head salesman for a string of elvtrs. of Powell & Co., of Fountain City, Ind., will take charge of the Troy Grain & Supply Co. Mar. 1.

Oberlin, O.—Cassius W. Ward, who had been in the grain business for years with the Ward-Whitney Milling Co., until 1917, passed away at his home in this city a short time ago.

New Paris, O.—We have bot the elvtr. of J. M. Barnett. C. B. Coblentz is pres.; A. J. Murray, vice pres.; H. W. Bragg, sec'y and treas.—J. W. Noakes, mgr. New Paris Equity Exchange.

Lakeville, O.—We have lately increased our capital stock from \$10,000 to \$30,000 and expect to increase the capacity of our elvtr. to 30,000 bus.—James Hudson, Mgr. Lakeville Equity Exchange Co.

Scott, O.—We have bot the elvtr., hay, straw, coal and feed business of Richey & Felger at this station. Wm. Fox is pres., and J. B. Basil is sec'y of the company. I am mgr.—The Scott Equity Exchange Co., B. R. Hoaglin, mgr.

St. Marys, O.—The Gordon, Hauss Folk Co. has been reorganized with H. B. Gordon, pres.; F. Folk, vice president, and H. Folk, sec'y, to engage in the grain and mlg. business.

Marion, O.—The Marion Grain & Supply Co. recently incorporated for \$150,000, has bot the elvtr. and all equipment of the Marion Grain & Hay Co., owned by Curl, Stark & Ruffing, and also the Boulevard Elvtr. of E. W. Boyer.

Fostoria, O.—A. C. Parker, for the past 12 years superintendent of Cleveland Grain Co.'s elvtr. at Indianapolis, Ind., and who was formerly manager of a line of elvtrs. in Chicago has come to us as superintendent of our elvtr. He supersedes W. H. Garfield, who goes to Cleveland, Ohio, to engage in other business.—A. T. Ward, pres. and mgr. Fostoria Storage & Transfer Elvtr. Co.

Scott, O.—We are going to build a small house about 10,000 bus. capacity with 2 stands of elvtrs., a Philip Smith No. 2 Cleaner, a rotary cleaner for corn and a Monitor No. 2 Cleaner for small grain. Power is to be furnished by 3 motors. C. P. Richey of Van Wert and J. E. Hymen of Scott are the proprietors. J. E. Hymen is to be manager. C. P. Richey has an office at Van Wert.—C. P. Richey Hay & Grain Co.

## OKLAHOMA

Tulsa, Okla.—J. Easton and H. R. Graham have bot out the Rea Read Mill & Elvtr. Co.

Jet, Okla.—Farmers Exchange will build an extension to its elvtr. and warehouse soon.

Goltry, Okla.—The elvtr. of the Farmers Elvtr. Co., burned Jan. 3, will be rebuilt at once.

Ames, Okla.—We are to build an elvtr., but will give you details later.—Thos. Wales, mgr. Farmers Elvtr. Co.

May, Okla.—We will install a new 6 h. p. oil burning engine as soon as it arrives.—C. O. Townsend, agt. Nelson Grain Co.

Hooker, Okla.—The Light Grain & Milling Co. will build a concrete or tile elvtr. this spring.—J. R. Smalley, gen. mgr., Liberal, Kan.

Miami, Okla.—The Farmers Co-op. Grain & Supply Co. has been formed and the organization will either build or buy an elvtr. soon.

Omega, Okla.—The Omega Farmers Union incorporated; capital stock, \$8,000; incorporators, Otto Jones, T. C. Biehler and W. L. Scott.

Catoosa, Okla.—Bower, Brown & Baxter Elvtr. Co.'s elvtr. was burned Feb. 14. Loss on building, \$6,000; insurance, \$3,600. Insurance on grain, \$6,000.

Erick, Okla.—The Home Elvtr. Co. and H. B. Tackett have settled their legal differences out of court and the company is now sole owner of the elvtr. and plant.

Sulphur, Okla.—E. J. Webb, of Butler, has let contract to the White Star Co. for a \$20,000 elvtr. to be known as the Webb Elvtr. with Mr. Webb in charge.

Kingfisher, Okla.—The elvtr. and milling companies here will soon operate by electric power, as the new city power plant is nearly ready to supply them.

Dacoma, Okla.—The Farmers Elvtr. & Mill Co. is the name of the consolidation of the Farmers Milling Co. and the Farmers Grain & Lumber Co. at this city.

Mounds, Okla.—J. L. Ward has bot the local mill and elvtr. of Arthur & McCune, of Tulsa, and will operate it as the Mounds Mill & Elvtr., with F. M. Busley in charge.

Custer City, Okla.—My elvtr. is the one formerly owned by the Oklahoma City Mill & Elvtr. Co. I will operate under the name of V. E. Rhymer Grain Co. and will be mgr.—V. E. Rhymer.

Hennessey, Okla.—The Farmers Elvtr. Co. has let the contract to A. F. Roberts for a 35,000-bu. elvtr. to be equipped with electric motors and a 10-ton auto truck scale. The foundation is now being put in.

## OREGON

Pendleton, Ore.—R. M. Huntley has been appointed mgr. of the Northern Grain & Warehouse Co., succeeding E. E. Geist, who resigned.

Junction City, Ore.—Farmers are planning to establish a co-operative warehouse similar to the Grangers' warehouse, which has been so successful the past year. It is planned to issue \$20,000 worth of stock, and H. P. Markuson, one of the leaders in the movement, says \$14,000 has already been subscribed.—C.



Astoria, Ore.—The Owen Peek Feed & Grain Co. incorporated; O. A. Owen, pres.; A. S. Owen, vice pres., and Geo. F. Peeke, sec'y-treas.

## PENNSYLVANIA

Treichlers, Pa.—The Mauser Milling Co. has a 700,000-bu. reinforced concrete elvtr. and receiving house now under construction. The A. E. Baxter Eng. Co. is the contractor.

Pittsburgh, Pa.—The elvtr. of the Central Elvtr. Co., burned Sept. 8, will be rebuilt at once, contract for same having been let to The Burrell Engineering & Constr. Co. for an up-to-date house. It will be 110x40 ft. and will have 4 reinforced concrete tanks of 400,000 bus. capacity.

## PHILADELPHIA LETTER.

L. F. Hilyard & Sons of Kenton, Del., grain dealers, have applied for membership in the Commercial Exchange.

## SOUTHEAST

Paint Rock, Ala.—The Lyle-Taylor Grain Co. will erect an elvtr.

Huntsville, Ala.—The Lyle-Taylor Grain Co. is planning to erect an elvtr. at this point.

Douglas, Ga.—H. W. Baird of the Baird Milling Co. has sold his grain, hay and milling business.

Macon, Ga.—The Golden Grain Milling Co. of East St. Louis, Ill., has opened an office here with A. L. Snow in charge.

Hattiesburg, Miss.—We have succeeded John R. King & Co.—A. S. McLain & Co. A. S. McLain was mgr. of the old firm.

Riverton, Va.—The Shenandoah Valley Mlg. Co. will build an elvtr. of 40,000 bus. capacity. Contracts for \$28,000 worth of machinery have been let to Deverall, Spencer & Co.

Charleston, N. C.—J. T. Roddy, formerly with Molony & Carter of this city, has gone into business for himself and will handle grain, molasses feed, fertilizer and lumber.

New Bern, N. C.—N. E. Mohn, who has been mgr. for the Elm City Lumber Co., in the hay and grain department, is operating as the N. E. Mohn & Co. and handles hay, straw and grain.

Talladega, Ala.—The Bingham Mills have been expelled from membership in the Grain Dealers' National Ass'n for refusing to arbitrate a trade dispute with the Carter Grain Co. of Bay City, Tex.

Jasper, Ala.—A large brick warehouse is being built on the Southern Railway tracks to be occupied after Mar. 1, by Cooner Bros. & Yates, who will conduct a wholesale grain and feed business.—J. H. Robins.

Bessemer, Ala.—The Bessemer Fertilizer & Feed Mill Co. will hereafter be known as the Bessemer Feed Mills Co. The company will now do a wholesale business in grain, feed and flour and has withdrawn from the fertilizer business.

Mobile, Ala.—W. J. McKinney, for many years mgr. of the grain and feed dept. of H. M. Hopper & Co., has entered the brokerage business and announces that he is now ready to handle several reputable grain and feed accounts for Northern and Western shippers. During the war Mr. McKinney handled all the government orders for exports of grain and feedingstuffs passing thru Mobile.

## BIRMINGHAM LETTER.

The Plossen-Knecht Grain Co. contemplates erecting a new warehouse in which to handle sacked grain, feeds and flours.

The Sunny South Grain Co. will build an elvtr. of 30,000 bus. capacity as an addition to the present elvtr. and feed plant, which has a capacity of 16,000 bus.

The Bundy Bros. Mill Co. of Vallonia, Ind., also operating at Medora, Ind., has opened a branch in this city in charge of Thomas Bundy, to do a local business in grain and hay.

The Bell-Ramsey Brokerage Co. after March 1 will be known as J. E. Ramsey & Co. R. E. Treville, who formerly was in the wholesale grain and feed business, will take charge of grain, feed and flour accounts.

## SOUTH DAKOTA

Emery, S. D.—Farmers Union Co-op. Elvtr. incorporated; capital stock, \$100,000; incorporators, N. McKillip, W. Bartling and Geo. Buehler.

Bigstone City, S. Dak.—The Farmers Elvtr. Co., formerly of Ortonville, has bot the Sanborn Elvtr.

Yankton, S. D.—O. M. Yount of Sioux Falls will take the place of F. B. Sisler as mgr. for the Trans-Mississippi Grain Co., the latter becoming mgr. at Omaha, Neb.

Mission Hill, S. D.—The report that S. R. Gaston had bot our elvtr. was incorrect. He is our mgr. here. We have not sold any of our elvtrs.—Western Terminal Elvtr. Co.

White Lake, S. Dak.—The Farmers Union has bot the elvtr. of the Farmers Elvtr. Co. The ownership will be practically the same, as many of the stockholders of the Farmers Co. hold stock in the Farmers Union.

Raymond, S. D.—The Co-op. Elvtr. Co. has installed a manlift and has built a warehouse. Peter G. Miller is still the mgr. The above company bot the elvtr. of the Atlas Elvtr. Co. 2 years ago and are not in any way connected with us.—A. C. Ruddy, mgr. Farmers Elvtr. Co. of Raymond.

Chancellor, S. D.—We will begin April 1st to rebuild the elvtr. we bot of I. J. Meyer. We will raise the house, put in 2 legs, new drive works, one 4 h. p. manlift, 10-ton Howe Scale and Globe Dump. The Hickok Constr. Co. has the contract. The A. A. Truax Grain Co. will also install a Trapp Dump.—H. M. Vander Graaf, mgr. Farmers Elvtr. Co.

## TENNESSEE

Memphis, Tenn.—Geo. Read, Eugene Wade and Joseph J. Wade, Jr., have applied for membership in the Merchants Exchange.

Memphis, Tenn.—Wm. F. Proctor, mgr. of the local office of John T. Leonard & Sons Co., disappeared Feb. 4, and his friends fear he has been murdered and robbed for a large sum of money he carried.

Memphis, Tenn.—The heartfelt sympathy of his many friends is extended to L. B. Lovitt, who was pres. of the Merchants Exchange last year, in his sad bereavement. Mrs. Lovitt died recently after a two weeks' illness of influenza, leaving four small children, all of whom were ill in bed at the time of her death.

## TEXAS

Tulia, Tex.—Farmers Grain Co. incorporated; capital stock, \$25,000; incorporators, W. C. Halsey, W. W. Parker and J. Lee White.

Newcastle, Tex.—W. R. Andrews & Co. have bot the plant of the Newcastle Elvtr. Co.

Floydada, Tex.—The Edwards Grain & Elvtr. Co. is about to begin construction of its new elvtr.

Beaumont, Tex.—The Texas Grain Co. incorporated, capital \$31,000; E. W. Boyd one of the incorporators.

Hull, Tex.—Hull Grain Co. incorporated; capital stock, \$15,000; A. B. Goodman, C. Chinski and S. B. Hindman, incorporators.

Plainview, Tex.—We will dissolve the Hall & Ayers Grain Co. corporation and operate in future under a co-partnership under the firm name of R. C. Ayers Grain Co.—A. B. Gooch, sec'y-treas.

Texas City, Tex.—J. V. Kerner, grain inspector, in charge of the elvtr. here is properly licensed by the Federal Government.—Texas City Board of Trade, by F. R. Hancock, traffic commissioner.

Fall City, Tex.—We have recently incorporated, but regret to say that we are not in the grain business. We are, however, leasing a site on the S. A. & U. P. for the erection of a corn sheller.—L. B. Dzink, pres. Farmers Warehouse Co.

## FORT WORTH LETTER.

The Smith Bros. Grain Co., one of whose elvtrs. burned Jan. 13, will build a 1,000,000-bu. house adjacent to its Riverside Elvtr.

The Ratcliff Grain Co. has engaged in the receiving and shipping business with offices in the Grain Exchange Bldg. Mr. G. A. Ratcliff, mgr., has made application for membership in the Grain & Cotton Exchange.

Complying with the state legislature, the Grain & Cotton Exchange has established a weighing dept. under the state supervision of weights, with a licensed and bonded weigher in the person of W. L. Goodwin, of Kansas City, Mo. A fee of 25c will be collected on all cars weighed under his supervision.

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Form 23 is an Indexed Journal, keeps a record of 10,000 wagon loads. Each man's loads are entered on his page. It keeps a record of scale weights. From it both debits and credits are posted to ledger, crediting the customer with the amount received and charging it to the grain's account.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks, Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches, of Atlas linen ledger paper. A 28-page index in front. Extra heavy cloth covers with leather back. Price, \$3.50

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## If You Have

the interest of your market at heart, support it earnestly, help to advertise it thoroughly and above all do not convey the impression that it is an indifferent market by giving it 30 cents worth of advertising.



The Grain & Cotton Exchange is another one of the exchanges that has made positive plans as to a new home. The fifth floor of the new Neil P. Anderson building, now under construction, has been leased and the exchange will have a 56x56 ft. trading floor. A 40-ft. blackboard will be included in the equipment. The exchange has altogether 4,000 sq. ft. and will be fully equipped for business. The grain inspection dept. has rooms on the same floor.

## UTAH

American Fork, Utah.—The Peoples Mill & Elvtr. Co. will build some new elvtrs.

## WASHINGTON

Astoria, Wash.—The Astoria Mill & Elvtr. Co. has been completed and is now in operation.

Spokane, Wash.—The Western Terminal Elvtr. Co. has been incorporated here for \$500,000 and will build the big terminal elvtr. for the Centennial Milling Co.

Chehalis, Wash.—We are planning the erection of an additional wareroom 100x70 ft. and adding to our feed plant to make it first class. —Chehalis Grain Co., A. E. Pollom, prop.

Toppenish, Wash.—We are putting in a small mill and later will erect a larger one, 500 to 1,000 bbls. We also are adding a complete feed mill and mixing plant to our present alfalfa mill.—C. W. Preston, H. P. Preston Co.

## WISCONSIN

Etttrick, Wis.—Farmers Elvtr. Co-op. Co. incorporated for \$500,000.

Glenwood, Wis.—M. J. Garske has completed his new flour and feed mill. The company has a concrete elvtr. and warehouse.

Hancock, Wis.—We have succeeded Vilas Follett & Son here and will install a new elvtr. in our house here this spring.—Follett Co., Coloma.

Campbellsport, Wis.—Having disposed of his other interests, E. F. Messner will devote his entire time to the grain business of Messner & Ketter.

Boyceville, Wis.—I am in joint account with the Wisconsin Grain & Cereal Co. and will build an elvtr. here this summer.—A. Heinsohn, Wheeler, Wis.

Cochrane, Wis.—The Cochrane Grain & Commission Co., which succeeded the Jens Co. in December, contemplates the erection of a 10,000-bu. elvtr. this spring.

Tomah, Wis.—The Tomah Co-operative Shipping & Elvtr. Ass'n, incorporated; capital stock, \$20,000. John Riebrerm, C. C. Hill, H. G. Lenz, W. E. Bolton and Geo. Bell incorporated.

Lodi, Wis.—We have installed a Sprout-Waldron 22-inch Attrition Mill, equipped with 2 20 h. p. Westinghouse Motors in our elvtr. for grinding feed. We also use two 10 h. p. Fairbanks-Morse Motors to operate a Sprout-Waldron No. 4 Corn Ear Crusher, and to do the necessary elevation of feed and grain. This installation dispenses with the use of any power except electricity in our plant.—Lodi Grain Co., Wm. T. Hahn, mgr.

Hartford, Wis.—John H. Portz bot an interest in the elvtr. of A. G. Laubenstein, where he has been employed for over 20 years. The new firm name will be Laubenstein & Portz. Mr. Portz has two brothers who have been in the grain business in this city under the name of Portz Bros. for 33 years, while Mr. Laubenstein has been in business for 26 years. The malt house used by the Lowenstein Elvtr. is to be rebuilt to handle grain and coal.

## MILWAUKEE LETTER.

W. H. Moering, who has withdrawn from the Moering Grain Co., is said to have associated himself with the Taylor & Bournique Co.

Stock and bond trading may be resumed on the Chamber of Commerce if the favorable report by Hugo Stolley's com'te is adopted.

The Smith Milling Co. has succeeded Smith, Parry & Co., and is operating the feed mill and elvtr. rebuilt after the explosion last year.

Janesville, Wis.—A petition for the decrease in the capital stock of the Blodgett-Holmes Co. has been filed. The petition asks that the stock be placed at \$100,000 instead of at \$250,000 as it now is.

## WYOMING

Sheridan, Wyo.—The J. W. Denio Milling Co. has let the contract to Ballinger & McAllister for the construction of a 200,000-bu. elvtr., 700-bbl. mill and large warehouse. Work to begin Mar. 1.

Greybull, Wyo.—The Consolidated Elvtr. & Mlg. Co. has bot the elvtr. of E. J. Sullivan and will make extensive repairs on the building, installing all new and up-to-date machinery. The company is operating elvtrs. at Garland, Wyo., and Belmont, Mont. It has also bot the elvtrs. of A. D. Perrson at Cody, Powell and Lovell and will build an elvtr. at Deaver this spring.

Cheyenne, Wyo.—The entire plant of the Cheyenne Milling Co. burned Feb. 14; loss, \$22,000. The blaze started near an elvtr. shaft and had gained good headway before discovered. The mill was insured for \$21,000 and the elvtr. for only a thousand. Most of the machinery can be used again and as power plant and office were saved it will not take long to rebuild. Work will be started as soon as the debris is cleared away. The loss on grain was about \$6,000.

MILLERS have been given permission by the Grain Corporation to resell their wheat stocks to other mills at a price not above the corporation's resale basis, subject to approval of zone vice-presidents.

TWO HUNDRED and two million bushels of wheat will be left in this country available for export and for carry over after allowing for bread, seed and export requirements for the season says B. Frank Howard.

JUTE ACREAGE in India has increased 10% and the crop will be 11% better than last year. It is estimated that there will be 9,000,000 bales grown this year. This amount will no doubt be ample to supply the world's needs for twine and sacks now that the war demand for sand bags is over. England in the years of the war bought over 1,294 million bags in India.

## A Well Built Cribbed House.

The new elevator of the Farmers Elevator Co. at Marcus, Ia., is an example of the well considered plan and substantial construction that makes for satisfaction to the operator.

To begin with, the pit is of concrete and absolutely waterproof. The 12 bins are of crib construction, and the walls are covered with galvanized, cross corrugated iron siding, and the roof with 4-ply asbestos.

The house is 28x35 ft., of 2x6 cribbing for 25 ft. and 2x4 for 25 ft., with an attached warehouse, 28x40. On a concrete foundation outside the office is placed a steel frame 10-ton autotruck Fairbanks Scale, with type-registering beam. The two elevator legs are driven by a 10-h.p. electric motor, and the grain goes to bins thru 2 Link-Belt Distributors. The elevators have 12x6 cups on 5-ply belt.

A truck dump was made by ordering an extra set of hub chains for the Union Iron Works Overhead Dump, to be driven by a small electric motor. In the cupola is a Fairbanks Automatic Scale and on the work floor is a 150-bu. Fairbanks Hopper Scale. This house was "Built by Younglove." It is shown in the engraving.

THE APPROPRIATIONS com'te of the House has cut the allowance for foreign trade work of the Department of Commerce from \$1,658,000 to \$490,000. A great deal could be saved by lopping off useless employes in other departments of the federal government. Let us get rid of the tax-eaters.

THE CONSUMPTION OF WHEAT in Sweden has increased enormously since the discontinuance of the rationing system. People seem to have had enough rye during the war and are not inclined to use it any more. It is predicted that if the consumption of wheat is not curtailed it will mean the re-establishment of the ration system.



New Elevator of Farmers Elevator Co. at Marcus, Ia.



## Grain Carriers

THE RAILROAD ADMINISTRATION announces the cancellation of the permit system for shipment of grain between all western primary markets.

A CANADIAN rate increase of from 30 to 40% by the railways operating in Canada is predicted. Deficits for the current year are estimated at \$28,000,000.

O. F. BELL, sec'y of The National Industrial Traffic League for the last seven years has resigned. He has been succeeded by Guy M. Freer, formerly pres. of the league.

THE INTERSTATE Commerce Commission on Feb. 6 at Des Moines heard complaints on certain unreasonable rates on grain from South Dakota points to Des Moines as against the Mississippi River.

We can show that no government under pressure of over present political or sectional interests properly can conduct the risks of extension and improvement of the railroads, or can be free from local pressure to conduct unwarranted service in industrial enterprise. No scheme of political appointment has even been devised that will replace competition in its selection of ability and character.—Herbert C. Hoover.

THE CANADIAN GOVERNMENT has brot suit against the Hawgood & Avery Steamship Co. in the federal court of the United States at Cleveland. The transportation company has a boat the "Curry" that took a load of wheat from Port Arthur to Buffalo nearly six years ago. It charged that the boat was loaded with 1,100 bushels of wheat more than was specified in the cargo allotment at the Dominion Elevators at Port Stanley. Now payment for these 1,100 bushels of wheat is asked.

THE ORDER giving 70% of the cars unloaded in Chicago to the grain corporation was cancelled on Feb. 19. On Feb. 17 this matter was discussed in a conference between the Chicago elevator interests and Mr. Spens of the railroad administration. He was asked to have the order removed as cars were needed for shipping coarse grains to the east. The Chicago elevator interests were promised more cars if they could be secured and that the matter would be taken up with the Wheat Director Barnes.

### George Livingston Made Chief of Buro of Markets.

George Livingston has been appointed Chief of the Buro of Markets, effective Jan. 27. He has been acting chief of the bureau since July 1, when Charles J. Brand resigned.

Mr. Livingston is a native of Ohio, and is 34 years old. He was educated at Ohio State University, Cornell, and the University of Halle. He was instructor in farm crops, Iowa State College of Agriculture and Mechanic Arts in 1909 and 1910, and taught agronomy in Ohio State University from 1911 to 1915. During 1914 and 1915 he was acting chief of the Department of Agronomy, and at the same time was associate agronomist of the Ohio Agricultural Experiment Station.

He came to the United States Department of Agriculture in 1915 as assistant marketing specialist. In 1916 he was given the position of specialist in grain marketing. He remained in that position till he became acting chief of the bureau. He was in immediate charge of Federal grain supervision under the United States Grain Standards Act and directed the work of grain supervisors and their assistants in the 36 Federal grain supervision districts of the country. In addition he had general supervision over all of the grain and hay marketing activities of the bureau.

### Claims for Overcharges and Shortages.

By Owen L. Coon.

OVERCHARGES IN FREIGHT rates are common, in fact too common. One of the most common forms in which this overcharge can arise is in the form of mis-routing. It is well to remember that the railroad must follow your directions as to routing if you gave any. But if you remain silent, and the agent routes it without any direction whatever from you, the route must be the shortest possible one which could have been selected with the lowest possible rate. If such is not done, you have a claim for overcharge in freight rates against the railroad. One shipper in Central Illinois has a claim for over \$200 on a group of cars recently shipped which arose in this manner.

COAL SHORTAGES: Whenever a car of coal is set for unloading at your station, and it has the appearance of having had part of the contents removed, through a side or end being empty, have the local railroad agent make a notation to that effect upon the paid freight bill over his signature. Do this before the car is ever unloaded, and then if a shortage does develop you have the evidence recorded which if properly used can bring payment of your claim. If your weight has been obtained just as the car was unloaded, the evidence is clear and should bring payment on the claim.

CLAIMS against U. S. R. R. administration: I have been asked a good many times as to the status of loss and damage claims after the roads go back into private control. In this connection it is well to remember that all claims which arose during Federal control are not against the different railroad corporations, as such, but against the Railroad Administration. Now the government cannot be sued without its consent. During the period of Federal Control, the Railroad Administration has been sued in the name of the Director General. This was allowed by the United States Government under the terms of the War Control Act. But the authority of that act ceases when the roads return to private ownership, and while you have a claim, it is against only the government and collectible only in a Court of Claims at Washington.

The railroad corporation itself is not responsible for loss during Federal Control and cannot pay the claim unless the government issues an order to that effect. Any shipper can easily see then the importance of an amendment by Congress to the bill returning the roads to private ownership providing for the payment of the millions of dollars of unadjusted loss and damage claims, and allowing suit to be brought for their adjudication when the claim is declined. If such is not done, the shipper with a loss and damage claim will have a long hard row to travel before he gets his money.

### Minneapolis Granted Wider Scope.

In reconsidering the decision in the Northwestern rate case the Interstate Commerce Commission Feb. 20 granted a number of concessions to Minneapolis.

Under the new arrangement the rate for the longer haul thru Minneapolis to Chicago will be no greater than the rate to Chicago direct from all points on and north of the main line of the Chicago & Northwestern, from Mankato, Minn., to Rapid City, S. D., and Montana.

Minneapolis is not granted transit.

St. Louis is given a proportional rate of 15 cents from Sioux City, the same as from Sioux City to Chicago.

THE DANISH exchange situation has caused that government to issue an order allowing only the importation of those articles that are absolutely necessary. This drastic measure will stop all importation into Denmark except raw materials used in the manufacture of margarine and lard, says Rumsey & Co.

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The book is well printed and ruled on linen ledger paper, size 8½x14 in., and contains 80 double pages. Bound in full canvas and heavy board covers. Order Form 18 P & S. Price \$2.25.

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Can find no present more acceptable to the progressive grain dealer than a paid up subscription the Grain Dealers Journal.



## Feedstuffs

ASHEVILLE, N. C.—F. M. Weaver has been appointed receiver for the American Feed Milling Co.

HAMMOND, IND.—The Pratt Food Co. began construction Feb. 23 of its \$500,000 plant on the site of the old Hammond packing house.

EAST ST. LOUIS, ILL.—The Corno Mills Co. has purchased 10 acres of adjoining property and expects to enlarge its mixed feed and cereal plant.

GRAND RAPIDS, MICH.—The Charles F. Bartlett Co. has been incorporated for \$50,000, to manufacture Economy stock feed and to handle grain, hay and feed.

ALLIANCE, O.—The City Feed & Supply Co. has been incorporated with \$75,000 capital stock, by C. L. Wright, A. T. Hahn, Walter C. Poto, H. B. Hazzard and E. A. Coburn.

RUMORS are being repeated of the merger of Penick & Ford with the Douglas Co., of Cedar Rapids, Ia., with suggestions that \$3,000,000 will be expended on buildings at Cedar Rapids.

OGDEN, UTAH.—A three-story alfalfa grinding and storage plant is to be erected by the Globe Milling Co. The grinding mill is to be of concrete and the storage house is to be of frame and sheet metal.

PEORIA, ILL.—The Tazewell Products Corporation has been incorporated and will engage in the manufacture of a stock food ingredient. The company has the buildings and will put in additional machinery.

MEMPHIS, TENN.—A corn mill and a mixed feed mill is being erected by Marshall Mott and C. C. Mott, formerly of Manila, Ark. It will have 200 bbls. daily capacity, and will be under the management of C. C. Mott.

PRAIRIE DU CHIEN, WIS.—The old Hunting Elevator, one of the oldest in the northwest, which has recently been used by the C. M. & S. P. Ry. as a store house for unclaimed freight, was sold to Joseph Zimmerman, pres. of the Farm Products Co. The upper floors are being torn down and the lower floors will be remodeled for the manufacture of stock feed.

LAKE VILLAGE, ARK.—The Delta Commission Co. is the old City Feed Co. reorganized and incorporated. M. D. Johnson is not with us any more having gone into the brokerage business for himself at St. Louis. We have just erected a new building here and are doing a general wholesale grain, feed and flour business.—Frank Hudson, pres., Delta Commission Co.

PORTLAND, ORE.—Columbia County farmers have started a movement for the passage of a law which will require millers to sign an affidavit to be placed in every package or sack of mill feed, setting forth the name of the manufacturer, the ingredients contained in the package and other information that may be desired. This is one of the provisions of the new Washington feed law.—C.

### Exports of Feedstuffs.

December exports of feedstuffs, compared with December, 1918, and for the 12 months ending December, 1918, as reported by the Bureau of Foreign and Domestic Commerce, were as follows:

	— December —		12 mos. ending Dec.	
	1919.	1918.	1919.	1918.
Bran and mids., tons	342	633	4,517	7,372
Dr. gr. & mlt.				
spts., tons	509		2,261	217
Mill feed, tons	452	468	12,228	9,652
Corn oil cake, lb.		2,020	963,980	69,370
Cot. sd. ml, lb.	9,770,620	4,367,125	233,507,845	10,283,046
Cotton seed				
cake, lbs.	69,252,430	1,000	394,625,721	1,384,250
Lin. cake, lb.	38,093,965	7,441,709	327,923,278	45,392,709
Lin. meal, lbs.	523,710	10,123,777	25,828,805	40,561,675

SERVIA, IND.—Feed is in good demand in this locality.—P. Heeter, mgr. Servia Elvtr. Co.

MAY, OKLA.—Kafir corn and maize is not moving very fast as we can not get cars. Thousands of bushels are plied on the ground.—C. O. Townsend, agt. Nelson Grain Co.

MILWAUKEE, WIS.—Receipts of feedstuffs at this market during January were 4,470 tons, compared with 4,470 tons received in January, 1919. Shipments in January amounted to 16,234 tons; compared with 13,778 tons of feed shipped in January, 1919.

ST. LOUIS, MO.—Fritz Marx, treas. of K. & E. Neumond & Co., feed manufacturers, was denied naturalization as an American citizen Feb. 14 in the federal court at this city. In his application he stated his object in obtaining citizenship was to purchase the stock of the Neumond company, which during the war was held by the Alien Property Custodian. One affidavit against him was that he had claimed exemption from the draft on the ground he was an enemy alien and at that time said he would not fight against Germany.

JOHNSON CITY, TENN.—The new \$50,000 plant of the Treadway Feed & Seed Co. now under way will be two stories high and of brick construction. It is intended to manufacture dairy, horse and hog feed when the plant is completed July 1. This new organization has as stockholders some of the most prominent farmers of Washington and Carter Counties, besides business and professional men. It is capitalized at \$75,000 and besides the manufacture of feeds will do a wholesale and retail business in all kinds of seeds and feeds.

ONE POUND of cottonseed meal per day for each 1,000 pounds live weight is the most satisfactory quantity to feed work animals, according to recent experiments conducted by the United States Department of Agriculture. A test in feeding cottonseed meal to work horses and mules at the Government farm, Beltsville, Md., was begun in 1918, and continued last year. When the meal was fed in large quantities harmful effects were apparent, however, indicating that cottonseed meal, like any other high-protein feed, must be fed with care to horses and mules.

BURLINGTON, IA.—The Peerless Feed Milling Co. has been incorporated with \$250,000 capital stock, to manufacture and distribute commercial stock feeds. It is planned to start out with the manufacture of alfalfa molasses cattle feed and later add other feeds. The plant is to have a capacity of 300 tons per day. The officers of the new company are A. H. Dempsey, pres.; Fred S. Fear, v.-pres.; M. R. Brooks, treas.; Wm. A. Golden, sec'y and general manager. Mr. Golden has resigned his position with the Updike Grain Co. with whom he has been for many years. He says there is now a much greater demand for commercial feeds than existing plants can supply, and that more feeders are using prepared feeds now than ever before.

THE RECENT heavy snow in the New England States has added to the horror of the feed shortage. A. Irving Merigold, manager of the Whittemore Co., operating a number of elevators in Massachusetts says that on account of the heavy snows the motor driven transportation has not been able to operate and that the public has had to depend on the horses for the hauling of coal, foodstuffs and other commodities. The dairy farmers are at their wits end trying to supply their stock with food so that milk can be produced. Boston feed dealers on Feb. 13 said that their stocks of feed were just about exhausted. Dairy men claim that unless something is done immediately the only course will be the slaughter of the dairy herds.

"A MANUAL OF FARM SEEDS" is a 31-page booklet issued by the Northwest Seed Co., of Seattle, Wash., that will be preserved by its recipients for the ready reference information it contains on grass and field seeds.

### Washington Feed Law Upheld.

The law limiting the crude fiber content of prepared feedstuffs has recently been declared constitutional in the Supreme Court of Washington.

This law was introduced and backed by the dairy interests and enacted by the Washington legislature with a unanimous vote. It specified that all commercial feedstuffs should contain not over 10% of crude fiber.

Under this act manufacturers of prepared feeds are required to file with the Commissioner of Agriculture the brand or trademark under which the product is sold and a certificate of the contents. The feed must also bear a tag or label upon which must appear the name of the maker, the ingredients and an analysis of the material used.

After its passage 27 prominent feed dealers filed a demurrer. They claimed that the legislature established a discretionary percentage and that the title of the act did not disclose its purpose. Judge Mitchell Gilliam declared the act unconstitutional. He also restrained the prosecuting attorney of King County, Washington, from enforcing the law.

In a recent case in the Supreme Court at Seattle the decision of the lower court was reversed and the law was declared constitutional. The court said that the title did cover the purpose of the act. About the ruling being discretionary, the court held that the legislature in passing the bill, exercised its judgment in declaring that commercial feeds should contain not more than 10% crude fiber and it was not for the Court to override the determination of the legislature.

### Eastern Feed Merchants Meet at Syracuse.

The Eastern Federation of Feed Merchants held its midwinter meeting at Syracuse, N. Y., Feb. 10 to 12.

Sec'y F. C. Jones said that the membership in the organization had grown considerably during the past year, and that now there was almost 1,500 members.

George E. Hoague, director of the Dairy Bureau, of New York State, spoke on commercial feedstuffs and their relation to the dairy business in that state. In urging the passage of a new feed law he said: "Since a year ago there has been much discussion of the need of the enactment of a new feed law. The bill introduced last year, which provided that certain ingredients of low feeding value should be stated in percentage or weight, failed of passage. The contention of the feed dealers was that such a law would fail for the reason that these ingredients could not be determined by the chemist or microscopist and therefore the purchaser would be at the mercy of the unscrupulous dealer who might mark one weight or percentage on the statement and then in mixing add twice as much as the guaranty, and this could not be detected by an analytical examination. The chemists seem to agree with the feed dealers in this contention. It, therefore, seems that if we are to insure the enforcement of such a law it would be necessary to be given power and the necessary appropriations for inspection not only of the mills in this state, but also those outside the state whose products are offered for sale within this state."

Mr. Hoague also urged the feed dealers to educate the dairymen in the art of feeding prepared feeds.

The majority of feed men seemed opposed to any legislation governing the sale of feeds. H. E. Pettit, of Huntington, N. Y., speaking on the Horse v. the Motor Truck, said that the horse is still the cheaper in short hauls.

Dr. W. H. Jordan, director of the New York State experiment station at Geneva, speaking on the labeling of feedstuffs said that he was opposed to any law that could not be enforced. He told of having a certain feed analyzed by seven different chemists and



that no two agreed on its contents. He gave this as one of the reasons why he thought that a law requiring the labeling of the contents of feedstuff was impractical.

The banquet was held in the evening of the first day's meeting at the Onondaga Hotel. Nearly three hundred persons were in attendance. The speakers for the evening included Senator Clayton R. Lusk and Burr Johnson.

The final day's session of the convention was to be held at Boston, Mass.

The session on the last day was held in Boston in Young's Hotel. In the afternoon session a report was made of the Syracuse meeting and addresses were given by H. W. Selby and Dr. R. J. McFall. The banquet held in the evening was attended by about 250 retail grain merchants and had as its toastmaster Dean K. Webster of Lawrence, Mass.

## Seaweed Made Into Feed.

Seaweed made into cattle feed is a recent result of the pressure of war on Norway. Seaweed, which is abundant all over the world, has not been used for feed because it contains certain indigestible minerals which spoil the taste and make it valueless as food. Norway, being forced to use all its natural resources during the war, perfected a process that makes the weed appetizing and nourishing to cattle.

The process is as follows: The plant is thoroughly washed to get rid of the salt, then it is treated with steam, preferably under rather high pressure, which causes the cells to burst and allows the protoplasm to come out. This mass is placed under high pressure and formed into cakes, which are dried, in a vacuum and ground into a coarse powder. The juice of the mass is boiled in a vacuum to a high grade of concentration which causes the salts to crystallize, and they are separated from the juice by means of a centrifugal separator. The juice is then mixed with the powder, and the mixture is pressed into pieces of suitable size.

The analysis of the food is as follows: Water, 5 per cent; protein, 13.12 per cent; fat, 1.07 per cent; digestible carbonic hydrate, 66.76 per cent; cellulose, 9 per cent; mineral salts, 5.03 per cent.—From a report of Consul M. P. Dunlap, Copenhagen, Denmark.

## Lessee of R. R. Elevator Must Pay Demurrage.

Examiner J. Edgar Smith of the Interstate Commerce Commission has reported against the claim of Charles Dougherty to recover \$468 demurrage on cars of grain that Dougherty delayed unloading at Matteson, Ill.

As provided in the tariffs the demurrage was duly assessed against Dougherty, and he has paid part of the amount and the balance remains unpaid.

His claim to recover the demurrage grows out of the fact that the railroad company was indirectly the cause of his inability to unload.

Dougherty operates the Michigan Central Railroad Elevator under lease and alleges that the railroad company failed to provide water for the boiler in the power plant. Evidently Examiner Smith in recommending the dismissal of Dougherty's complaint No. 10850 holds that there is not sufficient direct connection between his business as a grain dealer and his lease of the elevator, and that his claim against the railroad company for any breach of the lease must be governed by the terms of the lease.

JOHN G. POLLARD of Virginia has been selected a member of the Federal Trade Commission.

THE ITALIAN Government has announced a return to the food card system on account of the scarcity of wheat and the difficulty in securing supplies.

## Value of Johnson Grass.

An interesting analysis of Johnson grass, compared to timothy hay, has recently been published by the Agricultural Department of Alabama. This comparison shows that No. 1 Johnson grass has a higher feeding value than timothy, as it is richer in protein, and only slightly lower in fat. Experienced feeders usually prefer Johnson grass to timothy, and it is largely due to the fact that timothy has been the standard market for so long that it still commands so much higher prices than does Johnson grass. There is no logical reason why properly cured Johnson grass should not bring as much as timothy, and the fact that it does not bring as much is largely due to ignorance of its true worth. The following are the comparative figures:

Johnson grass—Water, 14.30; ash, 6.93; protein, 10.11; fiber, 21.47; carbohydrates, 44.77; fat, 2.43; against

Timothy—Water, 14.16; ash, 4.39; protein, 5.73; fiber, 28.10; carbohydrates, 44.67; and fat, 2.95%.

The above shows Johnson grass to be rich in protein, which is considered the most important ingredient in feedstuffs. Johnson grass is also slightly ahead in starchy materials.

On the whole, in average samples, Johnson grass may be regarded as of the same general nature as timothy hay, but more nutritious.

Johnson grass hay should certainly sell at a figure fully equal to timothy, and if any difference were made in price, based on the food value, that difference would be slightly in favor of Johnson grass. Timothy hay sells higher than Johnson grass, which is due to habit, want of information, and the want of appreciation for the other product.

It would be the part of wisdom for all southern consumers, especially during this period of high prices, for feeding stuffs, to give preference to Johnson grass hay as compared with timothy.

## Government Efficiency in Storing Grain.

The Army camp near Chillicothe, O., has had 21,199 bushels of the oats it had been using for feed for their horses condemned as unfit for consumption.

The oats had been stored in an old deteriorating frame elevator and represent all the supply held by the army at this point.

The army officials here claim that they have been wanting to get rid of this elevator since last November and that the concrete elevator at the other end of camp had been leased to the Weidinger Co. of Dayton and could not be secured.

During the winter the old frame elevator became full of leaks, allowing the oats to become damp and begin to sprout.

Now the oats condemned will have to be replaced at a cost of over \$19,000 and until the supply can be replenished the horses will have to be fed on higher priced corn. Another store house will have to be procured until the old one, which will require repairs amounting to \$10,000, is fixed. This is an example of the efficiency of government operation.

THE BASIC principle underlying the use of the trade acceptance method of settling accounts is that it will bring about the improvement of the credit position of the individual, corporation, community and nation. That such a condition is the goal of business men and bankers, thruout the world should be acknowledged without question. Next to the cash discount system it commands the highest regard, and, contrary to the impression of some, the trade acceptance method need not interfere in the slightest with the system of paying cash within a stated period and taking a discount for it.

# ELLIS Oat Purifiers

Possibly you do not know that the government has raised the ban on purified oats. Since the War the demand for purified oats has increased rapidly, and if you hope to participate in the profits to be derived, we strongly recommend immediate purchase.

Purified oats are better than the natural oats because they are whiter, they are sweeter, they are purified or sterilized and consequently feed better. Write for descriptive bulletin.

## The Ellis Drier Company

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CHICAGO, U.S.A.

# CIFER CODES

Use a good Telegraph Cipher Code, Prevent Errors, Reduce the Cost of Sending Messages and Prevent Contents Becoming Known to Agents.

**Universal Grain Code**, the most complete and up-to-date code published for the use of the grain dealers and millers. Its use will reduce your tolls one-half. Its 150 pages of bond paper contain 14,910 expressions for present-day terms, and no two of them are near enough alike to cause confusion. Bound in flexible leather. Price, \$3.00; Book paper, board cover, \$1.50.

**Robinson Cipher Code** with 1912 and 1917 Supplements for domestic grain business. Bound in flexible leather, price \$2.25; cloth, \$1.75.

**A. B. C. Improved 5th Edition**, contains a complete set of five letter code words for every expression in the former edition. Any two of these words may be combined and sent as one word, reducing telegraph tolls 50 per cent. Price in English, \$18.00.

**Miller's Code** (1917), for milling and flour trades, 3% x 6 inches, 77 pages, \$2.00.

**Riverside Code**, fifth edition, for millers and flour dealers. Bound in flexible leather, 228 pages, \$3.00.

**Baltimore Export Cable Code**, third edition, the latest, simplest and most popular code used in the export grain trade. Bound in leather, 412 pages. Price \$12.50.

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**Your Name** in gilt letters stamped on front cover of any of the above books for 35 cents extra. Any code upon short notice.

## GRAIN DEALERS JOURNAL

305 S. La Salle Street,

Chicago, Ill.



## Supply Trade

MINNEAPOLIS, MINN.—The factory of the Klinger Mfg. Co., was completely destroyed by fire Feb. 8.

CHICAGO, ILL.—Plans are now being formulated by the Columbia Scale Co., for a new building, 100x125, to be located on Fullerton Av., near its present building.

CHICAGO, ILL.—John M. Armstrong, noted architect, died Feb. 7 at the age of eighty-two. At the request of the Russian Government, Mr. Armstrong went to Odessa several years ago to build grain elevators.

CHICAGO, ILL.—J. C. Burrell has withdrawn from the Burrell Engineering & Construction Co., and has engaged in the elevator construction business under his own name, with offices at 1318 Stock Exchange Bldg. Mr. Burrell has associated with him in the new company, which will be known as the J. C. Burrell Co., several experienced men, both as engineers and superintendents.

MAROA, ILL.—“\$60 a Car Profit” is the title of an interesting booklet recently issued by the Maroa Mfg. Co. This booklet not only gives illustrated descriptions of the different car loaders manufactured by the company, but gives important information regarding improved methods of loading grain from country elevators. The company has also issued another booklet, featuring its ear corn car loader. Either or both of these booklets will be sent Journal readers upon request.

TELL 'EM QUICK and tell 'em often. You must have a good product in the first place and something that people want, for it's easier to row down stream than up. Explain to folks plainly and sincerely what you have to sell, do it in as few words as possible—and keep everlastingly coming at them. Advertising is pretty much like a furnace. You've got to keep on shoveling coal. Once you stop stoking the fire goes out. It's strange that some people's imagination can't compass this fact.—William Wrigley, Jr.

OMAHA, NEB.—Trapp Dumping Systems have been installed in the following elevators: Hartford Mfg. Co., Hartford, S. D.; Farmers Co-Op. Co., Roland, Ia.; Farmers Gr. & Mfg. Co., Salt Lake City, Utah; C. W. Goltry, Kremlin, Okla., and Waukomis, Okla.; Central Granaries Co., Lincoln, Neb.; Beloit Mfg. Co., Beloit, Kan.; Farmers Elevtr. Co., White Rock, S. D.; Farmers Elevtr. Co., Salem, S. D.; Farmers Elevtr. & Sup. Co., Harrisburg, S. D.; N. S. Beale & Son, Tama, Ia.; Farmers Elevtr. & Mill Co., Dacoma, Okla.; Cox-Henry Gr. Co., Carmen, and Lone Wolf, Oklahoma; Stronghurst Grain & Mer. Co., Stronghurst, Ill.; O. K. Co-Op. Grain & Mer. Co., Kiowa, Kan.; S. W. Elevtr. & Mer. Co., Hardtner, Kan.; Farmers Co-Op. Co., Worthington, Minn.; Farmers Elevtr. Co., Hemingford, Neb.

“DO YOUR BEST. If you are in doubt at any time, simply do right and you will be right.” That is the message of John H. Patterson, pres. of The National Cash Register Co. to his salesmen. This statement was made at the recent convention of the N. C. R. Hundred Point Club which was undoubtedly the best ever held by that company. It was the first strictly Hundred Point convention since before the United States entered into the war. Thruout the week the agents and salesmen were urged to “Get the Big Idea.” In the words of the general Sales Manager, C. E. Steffy, this means, “To become bigger, better, broader business men. To become a power for good in your home communities. To give better service to merchants in all parts of the world.” The men were shown how they could become better salesmen and better business men

MILWAUKEE, WIS.—The Bernert Mfg. Co. will build a new one story plant, with provisions for future enlargements.

CHICAGO, ILL.—Hess Driers will be installed in the new Burlington Elevator at Kansas City, now being erected by the Burrell Engineering Co., and in the new plant at Memphis for the Quaker Oats Co. The owners in both instances have used Hess Driers and are acquainted with their good qualities.

SPOKANE, WASH., Feb. 25.—As a measure looking toward stabilization of the lumber market price reductions were announced here today by the Weyerhaeuser Sales Company, distributing agency for eleven lumber mills controlled by the Weyerhaeuser interests. The reductions ranging from 10 to 30 per cent, it was declared, would remain effective at least until June 1.

MINNEAPOLIS, MINN.—There is no question but what there will be considerable building done in the grain trade during 1920. We have already booked a large number of contracts to be started as soon as spring work opens up. However, the matter of securing material is a very serious handicap, as a matter of fact we are not assured when we will be able to get material for the construction of these houses. The only thing we can do is to work hard for the delivery of same and get the material on the ground as quickly as possible.—E. E. Ibberson, T. E. Ibberson Co.

WASHINGTON, D. C.—A complaint of unfair competition has been entered by the Federal Trade Commission against a publication for selling space for display advertising at discriminatory prices. It was charged that arbitrary selection was made of certain advertising agencies to whom space was sold at a rate of discount not allowed to other competent advertising agencies. The effect of this practice, the Commission says, has been to substantially lessen competition in the purchase and sale of advertising space and create a monopoly in certain advertising agencies.

OUR 1919 Trade Balance Enormous. Last year it was all a goin out and nuthin comin' in. We refer to goods, not money. Uncle Samuel's trade balance with Europe last year was four and a half billion dollars. Our exports to Europe were valued at over five billion dollars while our imports were only 750 millions. Exports to the United Kingdom were 2,279 millions while imports were only 309 millions. Exports to France 893 millions, imports only ten millions. Exports to North American countries were 1,295 millions, imports 1,157 millions. We imported more from South America and Asia than we exported to them. Europe must restrict imports and increase exports or she will become bankrupt.—C. A. King & Co.

### Buyer Can Refuse Payment for Inaccurate Scales.

The Detroit Automatic Scale Co. has lost its suit against the G. B. R. Smith Milling Co. to recover for four No. 72 automatic scales represented to be accurate, but which a jury found to be neither fit nor suitable. One witness testified that 400 to 500 sacks of meal when reweighed on government tested scales showed a shortage of 300 to 400 lbs.

The scale company maintained that in the absence of an express warranty there is no implied warranty as to quality and fitness, merely the duty to deliver the precise article furnished, and that, appellant having delivered the articles described, it was entitled to instructed verdict.

This plea would have turned the decision the other way but for proof that Hollingsworth, salesman for the scale company, had said the scales operated faster and easier and weighed more correctly and minutely than other types of scales. The mill building was on concrete, but the vibration affected the adjustment and accuracy of the scales.—Court of Civil Appeals of Texas. 217 S. W. Rep. 198.

## Seeds

BUFFALO, N. Y.—The Producers Seed Corporation has been incorporated with \$100,000 capital stock to deal in seeds, grain and feed-stuffs.

DUNLAP, MO.—The farmers in this section will not sow clover this year on account of the high price asked for clover seed.—Stanley Walker.

DENVER, COLO.—We have taken over the Wyoming Plant & Seed Breeding Co.—The Emmer Products Co., A. C. Bailey, sales mgr.

“CORN FAMILIES of South Dakota” is the title of Bulletin No. 186 of the Agricultural Experiment Station of the South Dakota State College of Agriculture and Mechanic Arts at Brookings, S. D., giving the results of experiments in corn breeding.

A SEED purchasing and selling department will be established by the Michigan Farm Buro, which has employed J. W. Nicholson as manager. C. A. Ringham of Birmingham, Mich., is sec'y. J. P. Powers of Detroit, assistant sec'y, and Fred Van Nordsall of Three Rivers, treas.

CLOVER SEED scarcity in Ohio is becoming more apparent year after year according to specialists at the Ohio Experiment Station. The price of clover seed this year is as high as \$35 a bushel. This high price seems to be causing a decrease in the clover acreage. In eastern Ohio the production of clover seed has gradually diminished, so that much of the seed must be purchased from other sections.

MADISON, WIS.—At the recent annual Wisconsin pure bred grain show sweepstakes were won by C. S. Ristow, Black River Falls, on 10 ears of Silver King corn; H. C. Bruechner, Jefferson, 10 ears Murdock corn, and on the best ten ears of dent corn in the entire show; E. Peters, LaCrosse, 50 ears Silver King corn; Swartz Brothers, Waukesha, peck spring wheat; Wilhelm Ruch, Clintonville, peck winter rye; H. T. Draheim, Gotham, peck pedigree No. 1 oats; Jacobsen Brothers, Green Bay, best peck No. 5 oats, best peck pedigree barley and best bundle six row barley.—M.

THE NEW MISSOURI seed law, now in effect, requires the labeling of all seeds of all grasses, all forage plants, and all cereals that are sold or offered or exposed for sale for seeding purposes within this state, in quantities of ten pounds or more. The following is the exact wording of the law as to what seeds are included in this new statute: “Canada blue grass, Kentucky blue grass, brome grass, fescues, millets, tall meadow oat grass, orchard grass, retdop, Italian rye grass, kaffir corn and other grain and sweet sorghums, perennial rye grass, sudan grass, timothy, alfalfa, alsike clover, crimson clover, red clovers, sweet clover, white clover, Canada field peas, cow-peas, soybeans, vetches, and all other grasses and forage plants, buckwheat, flax, rape, barley, field corn, broom corn, oats, rye, wheat, and all other cereals.”

### Imports and Exports of Seeds.

December imports and exports of seeds, compared with December, 1919, and for the 12 months ending December, are reported by the Buro of Foreign and Domestic Commerce as follows:

	IMPORTS.		12 mos. ending Dec.	
	1919.	1918.	1919.	1918.
Castor beans, bs.	95,254	66,725	1,208,266	638,248
Flax seed, bus.	1,468,225	440,564	14,036,184	12,974,476
Red clover, lb.	1,493,354	46,541	7,025,591	931,307
Oth. clover, lb.	2,240,195	578,870	18,016,407	8,588,659
Oth. gr. sds. lb.	2,943,198	324,957	15,609,926	6,076,098
Sugar beet, lb.	2,146,896	102,678	9,830,068	4,297,376
	EXPORTS.		12 mos. ending Dec.	
	1919.	1918.	1919.	1918.
Flax seed, bus.	2,831	6,159	16,596	25,508
Clover seed, lb.	1,082,371	1,142,040	7,943,749	5,985,526
Timothy, lbs.	2,389,936	2,288,652	13,346,358	8,564,384
Oth. gr. sds., lb.	744,968	613,372	4,440,490	2,952,193



CHARLOTTE, N. C.—The American Seed Co. has been incorporated with \$125,000 capital stock by J. B. Garrison.

DAVENPORT, IA.—The Webster-Davenport Seed Co., which was recently organized, has purchased a 3-story brick building.

MENASHA, WIS.—The Door County Seed Co. has removed from Sturgeon Bay to this place, and has increased its capital stock from \$15,000 to \$50,000.

YUMA, ARIZ.—A specialty of alfalfa and bermuda grass seed will be made by the Delta Seed & Feed Co., recently organized by John C. Eichenauer and H. J. Cullington.

POSTVILLE, IA.—Hall, Roberts & Son are erecting a warehouse 110x36 ft., and are remodeling and enlarging an adjoining building to be used as a seed cleaning house.

NORTH MANCHESTER, IND.—Kinsey Bros., who have sold their elevator to the Farmers Elevator Co., will stay in the clover seed business and operate from their downtown office.

MANITOWOC, WIS.—The J. K. Rugowski Seed Co. is being organized by J. K. Rugowski to continue his retail and jobbing business. A building has been purchased and will be enlarged.

SENATOR McCUMBER's bill to appropriate \$5,000,000 for the purchase of seed and feed to be supplied to the drouth-stricken areas has been referred to the Senate Com'te on Agriculture and Forestry.

THE NATIONAL GARDEN BUREAU will be incorporated by the American Seed Trade Ass'n to conduct an educational campaign under the publicity com'te of the Ass'n, Leonard Vaughan of Chicago, chairman.

THE FARMERS GRAIN CO. of Schuyler, Neb., is closed down on account of the inability to secure cars for shipping. The elevator which has a capacity of 45,000 bushels is filled to the roof. There is still much corn in the country yet to be marketed and fear is felt that if the shelled corn is not moved soon it will spoil and result in big loss.

CHICAGO, ILL.—Nathan Dickinson, formerly treas. of the Albert Dickinson Co., died Feb. 22 at Lake Geneva, Wis. He was born at Curtisville, Mass., in 1848, and with his parents went to Chicago in 1855. He was married in 1889 to Miss Louise H. Boyd of Lake Geneva. His widow, two children and two brothers, Albert and Charles, survive him.

A SECOND BELT LINE railway is being planned for Indianapolis, says H. E. Kinney of the Kinney Grain Co. of that city. A preliminary survey has already been made and an attempt is now being made to interest eastern capital to finance a company to build the road. Tentative plans call for 43 miles of track for a belt line four or five miles outside of the Indianapolis Union Ry. (the present belt system), to be operated electrically and to connect all steam and traction lines that run into Indianapolis.

TOLEDO, O.—Good deal of seed delivered on February contracts. Shipments few hundred bags over receipts for the week. The ultimate clover price question is up to the demand. Decreased winter wheat acreage may decrease demand, as nearly five-sixths of all clover sown is seeded on winter wheat in the Spring. Decreased acreage may be made up by more liberal sowing per acre, sowing on larger percentage than usual. Imports from Europe have been liberal. Most of it came from Italy, with some from France. Little more is expected from these countries. General price trend is usually upwards after February, as the demand appears. Michigan friend thinks seed due to go much higher, judging by the way it has started the year, and while it may seem high to farmer at any advanced levels, it is really cheaper to seed than other crops when it is borne in mind that no preparation of the ground is needed such as with wheat, for instance. Farmers like clover as a fertilizer.—Southworth & Co.

Marinette, Wis.—A fire-proof seed elevator equipped with up-to-date cleaning, grading and handling machinery will be erected by the newly organized Marinette Seed Co. W. I. Brockson, manager, has taken offices in the Chamber of Commerce bldg. Mr. Brockson has been employed as an instructor in the state universities at Ames, Ia., and Urbana, Ill., and more recently has been crop and soils specialist of the American Agricultural Chemical Co. Many merchants of Marinette County have taken stock in the company.

TOLEDO, O.—March liquidation next. Will the hedgers sell their cash and buy in their futures? Will they deliver the seed? They will not while they can sell the cash at a premium over the March. March clover is not generally delivered until later in the month. Anybody can take delivery, ship, carry or resell at their pleasure. March longs must be prepared to take delivery the first or any business day during the month. There is a time limit on the shorts. They must deliver by the end of the month or cover then in the open market.—C. A. King & Co.

TOLEDO, O.—Clover seed stepped pretty fast this week. It led everybody a merry chase and made a difficult market to trade in. Range was wide. When looking the strongest would turn suddenly and bottom drop out. How you going to talk intelligently when the thing won't stand hitched long enough to get a good line on it? You just can't dope it out, that's all there is to it. We have arrived at a point where we are near a showdown. Supply, demand are the big factors. Domestic supply very short. We all know that the imported seed is not a menace so far. Quality of most of latter inferior to ours. Some think amount of imports not as large as figured. Claim that the early arrivals last summer and early fall went into consumption and not now available. Some think the price will cut consumption. It didn't last year, and why now? Just have to breeze along until the stuff moves and the demand starts and see if the stocks hold out long enough to supply them all. In the meantime you can expect sharp changes as the orders come. Many times they all come the same way like this week.—J. F. Zahm & Co.

## Work of Illinois Seed Analyst.

Albert C. Wilson, chief seed analyst of the Illinois Department of Agriculture at Springfield, Ill., reports that:

Over 1600 samples have been received and reported on, and of this number 160 have been reported as unsalable for seeding purposes. Of this number seven have been recleaned and the second samples analyzed and found salable, while in the case of three samples the recleaning would not accomplish the desired results, consequently the seed was sold to the larger seedsmen who have better facilities for cleaning.

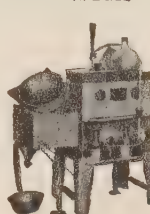
Nine samples of red clover containing curled dock in an average proportion of 1 to 70 were reported as unsalable for seeding purposes, which, if there had not been a law, would have been sown and the results would have been as follows.

Sowing such red clover at the rate of 10 pounds per acre means that 41,280 seeds of curled dock would have been sown per acre, or 285 per square rod. If each seed produced a plant the resulting crop of seeds would be 142,000 per plant. If the 285 seeds on each square rod produced a plant, and each plant produced the full number of seeds, the result at harvest time would be 36,636,000 seeds, or 111 to the square rod. In each square rod there are 272 1/4 square feet, therefore, in sowing this red clover, there would be one curled dock on about every two square feet with the resulting crop 1/2 pound of curled dock seed per square foot.

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CHICAGO

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## Supreme Court Decisions

The term "f. o. b." means that the seller is to put the goods on board at his own expense on account of the person for whom they are shipped, and the goods are at the risk of the buyer from the time they on board.—Whitaker v. Dunlap-Morgan Co. District Court of Appeals, California. 186 Pacific 181.

**Messenger Is Agent of Sender.**—The rule that, if a telegram is sent to the telegraf company's office by one of the company's messengers, the messenger acts for that purpose as agent of the sender, is reasonable, and the company is not liable if the message was never brought to its office by the messenger.—Collotta v. W. U. Tel. Co. Supreme Court of Mississippi. 83 South. 401.

**Failure to Deliver Telegram.**—Where a telegram was sent to a certain town with directions to telephone it, that receiving agent attempted once to telephone the message, and was informed by the telephone company that the line was out of order, did not necessarily acquit the telegraf company of the duty of later making a further effort to transmit the message by telephone.—Western Union Tel. Co. v. Goodson. Court of Civil Appeals. 217 S. W. 183.

**State Regulation of Telegraf Companies Invalid.**—The provisions of Act June 18, 1910, amending the Act to Regulate Commerce, to bring telegraf companies under the act, as well as to place them under the administrative control of the Interstate Commerce Commission, so clearly established the purpose of Congress to subject such companies to a uniform national rule as to render it certain there was no room subsequently for exercise by a state of regulative power, by penalizing any negligent failure to deliver promptly an interstate telegram.—W. U. Tel. Co. v. Boegli. Supreme Court of the United States. 40 Sup. Ct. Rep. 167.

**Liability for Dust Explosion.**—Where, on appeal from a decree on a libel filed by shipowners against an elevator company, whose elevator exploded, and a railroad company, a decree in favor of the railroad company was reversed on the ground that the elevator company was a mere instrumentality of the railroad company, held that, despite reversal, the decree was not an adjudication that the railroad company was liable for the amount of damages fixed by stipulation between the libelants and the elevator company; the two corporations being separate parties.—Pennsylvania Railroad Co. and Central Elevator Co. v. The Willem Van Driel. Sr. U. S. Circuit Court of Appeals. 261 Fed. 269.

**Jurisdiction of Discrimination in Furnishing Cars.**—Under the Interstate Commerce Act (U. S. Comp. St. § 8563 et seq.), when a shipper's action against a carrier is for damages through discrimination of the carrier in distributing cars during a car shortage, and the discrimination was pursuant to a rule of the carrier, the shipper must first proceed before the Interstate Commerce Commission to establish the discriminatory character of the rule, but when the discrimination is caused by breach of rule, and results from nonobservance, the state courts have immediate jurisdiction of the shipper's action.—Anderson v. C. M. & St. P. Ry. Co. Supreme Court of Michigan. 175 N. W. 246.

**Action on Warehouseman's Bond.**—In an action upon a warehouseman's bond, where it appeared that the principal was insolvent and his patrons, who held storage tickets for the grain stored in the principal's elevator, had surrendered them in exchange for promissory notes of the principal in order to allow him to continue in business, and the defendant bond company knew of the insolvency and of the settlement, and received the storage tickets from the principal, it is held, where a warehouseman's bond is conditioned for the payment by the warehouseman for all grain purchased and all sums for which the principal shall become liable to holders of warehouse receipts, allegations of fraud, false representations, and mistake in the surrender of storage tickets for promissory notes are nonessential and need not be proved.—State v. Royal Indemnity Co., in re H. T. Hoky. Supreme Court of North Dakota. 175 N. W. 625.

**Breach of Warranty of Gasoline Engine.**—In buyer's action for breach of warranty that gasoline engine would develop certain horse power with certain number of revolutions per minute from use of "No. 3, or painter's distillate," oil fuel, buyer had the right to explain what he understood the words describing the oil to mean; the words having no exact or scientific meaning. In buyer's action for breach of warranty that gasoline engine would develop certain horse power, where defense was that buyer had failed to use the particular oil fuel designated in the contract, jury was justified in finding that the fault was in the mechanism, and not in the fuel, where seller's agents had experimented with the engine and failed to make it a success.—Cohn v. Bessemer Gas Engine Co. District Court of Appeal, California, 186 Pac. 200.

### Error in Car Number.

M. Marks shipped a car of wheat to Ft. Worth, Tex., on instructions of the Early Grain & Seed Co., original B/L and invoice calling for L. V. 67348. On resale to Smith Bros. Grain Co. the same error was repeated and Smith Bros. kept looking in vain for 67348, while demurrage was accumulating, until they discovered the error and notified Early, who in turn directed diversion of the car back to Crawford.

The correct number was 67438.

Mr. Marks made claim against Early for \$54.59 war tax and demurrage; but the Arbitration Com'te of the Texas Grain Dealers Ass'n, composed of E. W. Crouch, A. P. Hughston and W. H. Killingsworth, held: In view of letter of carrier's agent, following:

"Bill of lading was written out by shipper and read LV 67348, at time of signing, it was noticed that correct car number was LV 67438—and pencil run thru number on our copy and correct number written with pencil and car handled under this number and we heard nothing more from car until same was returned, after being diverted, we at that time inspected the original B/L and the fact developed that number on original B/L had never been changed and that the figures 3 and 4 were transposed, was positive that this had been corrected at time of signing, however, evidently failed to do so, as B/L showed no alterations."

The com'te is of opinion that the plaintiff's claim, if he has any, is against the carrier and not against the Early Grain & Seed Co.

### Expiration of Contract on Legal Holiday.

In *Blue Star Elevator Co., plaintiff, v. J. S. Gordon & Co., defendants*, the Arbitration Com'te of the Texas Grain Dealers' Ass'n, composed of E. W. Crouch, A. P. Hughston and W. H. Killingsworth, held that the date shown on the B/L is the date of shipment, whereas the rules of the Grain Dealers National Ass'n provide that the date of shipment is the date on which complete shipping instructions are tendered carrier.

The contract expired Sept. 1. The Blue Star Elevator Co. loaded the car that day, but the railroad agent refused to sign the B/L because it was a legal holiday. The agent signed the B/L Sept. 2.

When the papers arrived, it was discovered that the B/L was dated Sept. 2 and J. S. Gordon & Co. declined to pay the draft, but after some controversy, agreement was reached by which J. S. Gordon & Co. paid the draft in full and the price was agreed upon, and it was agreed that \$289.12 of the amount paid on the draft should be held in escrow by the First National Bank of Beaumont, Tex.

The plaintiffs contend that having the car loaded and having tendered B/L to the railroad company they complied with their contract for shipment by Sept. 1. The defendant contends that having bought the corn for shipment by Sept. 1, they were entitled to shipment on or before that date and that the contract was not complied with in furnishing B/L bearing a later date.

The Com'te held: In accordance with our Trade Rule No. 19, which reads: "B/L, attached either to invoice, or to drafts, shall be original and negotiable, and in conformity with the specifications of the contract on which the shipment is to apply. Any loss resulting from irregular or incorrect B/L, shall be paid by the seller," the Com'te is compelled to render a verdict in favor of the defendants, J. S. Gordon & Co., and that they owe neither of the plaintiffs anything on account of the shipment of this car of corn, and the sec'y is instructed to return the defendants their deposit fee in this case.

## Changes in Rates

As shown by tariffs recently filed with the Interstate Commerce Com'n the carriers have made the following changes in rates:

**E. B. Boyd** in Sup. 26 to 1-N gives rules, regulations and exceptions to classifications, effective Feb. 29.

**C. R. I & P.** in Sup. 3 to 19690-H gives local, joint and proportional rates on grain, grain products, seeds and broom corn from stations in Colo., Kan., Mo., Neb., N. Mex., and Okla., also Council Bluffs, Ia., to Little Rock, Ark., and stations in Ark., La., and Miss., effective Feb. 29.

**Erie** in Sup. 155-E gives local, joint and proportional rates on grain, grain products and by-products from stations on the Erie, P. L. & W. and Y. & O. R. to eastern cities reached via Erie and other fast freight lines, also to Atlantic seaboard points for export, effective Feb. 29.

**L. A. Lowrey**, agent in Sup. 29 to 20-J gives local and joint terminal charges, rules and regulations from or to points within the Chicago district on out bound and in bound freight traffic, also rules governing intermediate service on freight traffic passing thru the Chicago district, effective Feb. 17.

**C. R. I. & P.** in Sup. 3 to 31408 gives local, joint and proportional rates on grain, grain products and seeds from points in Colo., Kan., Mo., Neb., N. Mex., and Okla., also Council Bluffs, Ia., to Memphis, Tenn., New Orleans, La., and stations in Ala., Ark., La., and Miss., effective Feb. 29.

**C. B. & Q.** in Sup. 37 to I. C. C. 11444 gives local and joint tariff, naming rules and regulations including reconsigning rules, restrictions as to acceptance of freight and freight requiring prepayment or guarantee, mileage payments and rental charges on private cars, refrigeration, etc., effective Feb. 25.

**C. R. I. & P.** in Sup. 8 to 19687-K gives joint and proportional rates on grain, grain products, seeds, hay, broom corn and articles listed on pages 28 and 29 of the amended tariff, from Mo. River stations and other stations in Ill., Ia., Minn., Mo., and S. Dak., on the C. R. I. & P. to Miss. River points and other stations in Ala., Ark., Fla., La., Miss., and Tenn., effective Feb. 29.

**Erie** in Sup. 7 to 182-D gives local, joint and proportional rates on grain, grain products and grain by-products from Chicago, Englewood, Hegewisch, Pullman Jct., Ill., Hammond, Highlands and Saxony, Ind., to points in Ind., Ky., Mich., N. Y., O., Pa., and W. Va., effective Feb. 15, except effective on Feb. 29 on traffic moving in connection with non-federal controlled carriers.

**C. B. & Q.** in Sup. 54 to I. C. C. 10274 gives local, joint and proportional rates on grain, grain products and seeds between Chicago, Peoria, Ill., St. Louis, Mo., Minneapolis and St. Paul, Minn., and stations in Ia., and Mo. (except Mo. River crossings), also from Ia., and Mo. (except Mo. River crossings), to Brookport, Metropolis, Cairo, Ill., Memphis, Tenn., Mobile, Ala., New Orleans, La., etc., effective Feb. 25.

**C. B. & Q.** in Sup. 82 to I. C. C. 9320 gives local, joint and proportional rates on grain, grain products, broom corn and seeds between stations on the C. B. & Q. (lines west of the Mo. River), also R. C. B. H. & W., and Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minneapolis, Duluth, Minn., and stations taking the same rates or arbitraries higher named in tariff, as amended; also other points on lines east of Mo. River as specified in tariff, effective Feb. 25.

**A. T. & S. F., G. C. & S. F. and K. S.** give local, joint and proportional rates on broom corn, castor beans, pop corn, seeds, hay and straw between points in Kan., Okla., also Superior, Neb., and Joplin, Mo., and Kansas City, St. Joseph, Mo., Atchison, Leavenworth, Kan., Omaha, Lincoln, Neb., Sioux City, Ia., Chicago, Peoria, Ill., St. Louis, Mo., St. Paul, Minn., and points taking same rates or arbitraries higher, also distance rates between stations in Kan.; stations in Okla., and stations in Kan.; also Superior, Neb., Joplin, Mo., and stations in Kan., also on corn husks from stations in Okla., to Chicago, St. Louis, E. Ft. Madison and Mo. River points, effective Feb. 21.



C. & E. I. in Sup. 18 to 622-E gives local, joint and proportional rates on grain, grain products and grain by-products, also broom corn, green corn, corn cobs, cotton seed, cotton seed ashes, Hungarian and millet seeds and red top chaff from C. & E. I. stations, also from Henderson, Owensboro, Ky., Cairo, Ill. (via M. & O.), Joliet, Ill. (via E. J. & E.), and Momence Transfer, Ill. (via C. M. & G.), to points in Ill., Ind., Ia., Ky., Mich., Minn., Mo., O., Pa., and Wis., as shown in the amended tariff, effective Feb. 29.

C. & E. I. in Sup. 17 to 622-E gives local, joint and proportional rates on grain, grain products and by-products, also broom corn, green corn, corn cobs, cotton seed, cotton seed ashes, Hungarian and millet seeds and red top seed chaff from C. & E. I. stations, also from Henderson and Owensboro, Ky., and from Cairo, Ill. (via M. & O.), Joliet, Ill. (via E. J. & E.), and Momence Transfer, Ill. (via C. M. & G.), to points in Ill., Ind., Ia., Ky., Mich., Minn., Mo., O., Pa., and Wis., shown in tariff as amended effective Feb. 29.

C. R. I. & P. in Sup. 7 to 28675-C gives local, joint and proportional rates on grain, grain products, broom corn, alfalfa cake and meal, linseed cake and meal and seeds between Chicago, Peoria, Rock Island, Ill.; Council Bluffs, Ia.; Kansas City, St. Joseph, St. Louis, Mo.; Minneapolis, St. Paul, Minn.; Omaha, Neb.; and stations taking same rates, as shown in amended tariff, also stations in Colo., Ill., Ia., Kan., Minn., Mo., Neb., Okla., and So. Dak., and stations in Colo., Kan., Neb., N. Mex., Okla., and Texahoma, Tex., effective Feb. 29.

W. J. Kelly, agent of the Central Freight Tariff Bureau issues Sup. 4 to 245 giving local, joint and proportional rates on grain, grain products and grain by-products from points in Ill., Ind., Ia., Ky., Mich., Mo., N. Y., O., Pa., W. Va., and Wis., to Albany, Baltimore, Boston, Montreal, New York, Philadelphia, Rochester, Syracuse, Utica, also to points taking the same rates or arbitraries higher, as per east bound basing tariffs and east bound billing instruction and guide books referred to on pages 78 to 81 on tariff, and as provided on pages 69 to 77 of tariff as amended, also bases for rates to Baltimore, New York, Philadelphia, on export traffic, effective Feb. 29.

## Boost the "Clean Up" Campaign.

By W. G. McPEEK.

This is the season when most communities are waging a "Clean-Up" campaign, setting aside a week when everybody is urged to rid his premises of the accumulations of the winter months and put everything shipshape. In other words to get in tune with the universe and keep step with Nature who always puts her best foot forward at this time of year.

As a rule, there are few places in any town where the observance of this annual rite shows more gratifying results than the elevator premises. These appear to form a natural lodging place for numerous kinds of debris, which, too often, are the accumulation of years instead of months, and which absence renders conspicuous.

No one enjoys the sight of a barnyard cluttered up with broken down machinery, toppling straw stacks and wildly rooting hogs, but there is rather more excuse for that than there is for the elevator lawn, which is usually near the center of the business portion of a town, looking like a junk yard. Anyway, junk, just now, is a luxury.

If some elevator operators would have a five minutes' session with the local junkman, the profit would enable them to buy a flivver.

Then there's another point. If the surroundings are neat, the movement will probably be contagious enuf to spread to the interior of the plant, and if there's one place where cleanliness is next to godliness and orderliness a religion in itself, it is the inside of an elevator. The removal of all rubbish and waste material lessens the fire hazard and it's a cinch that where dust is not, there can be no dust explosion.

Anyway, what reasonable excuse can be offered for having one's place of business—where the greater part of one's waking hours are spent—a blot on the landscape and an eyesore to passersby?

Don't be content to bring up the rear, or be left out of the parade altogether. Get in the band wagon.

## Waste of Taxes in Agricultural Appropriation Bill.

One item in the agricultural appropriation bill calls for \$314,600 for "collecting and distributing by telegraf, mail and otherwise, timely information on the supply, demand, commercial movement, location, disposition, quality and market prices of fruits, vegetables, peanuts and their products, dairy and poultry products, grain, hay, feeds and seeds."

This sum is inadequate to cover the large field assumed. Private enterprise is spending much more than the entire appropriation, on a single item such as grain, and doing it therefore, far more completely than the government could hope to with 10 times its entire appropriation. While the Bureau of Markets feebly attempts to duplicate a service already rendered more promptly by private agencies it is a waste of public money to provide it with any funds for distributing market information.

The money sought for market news could well be diverted to other activities of the Department of Agriculture, such as plant improvement and selection, investigation of insect pests and the introduction of new varieties, a work that private enterprise has neglected. The farm has many real problems which are being ignored.

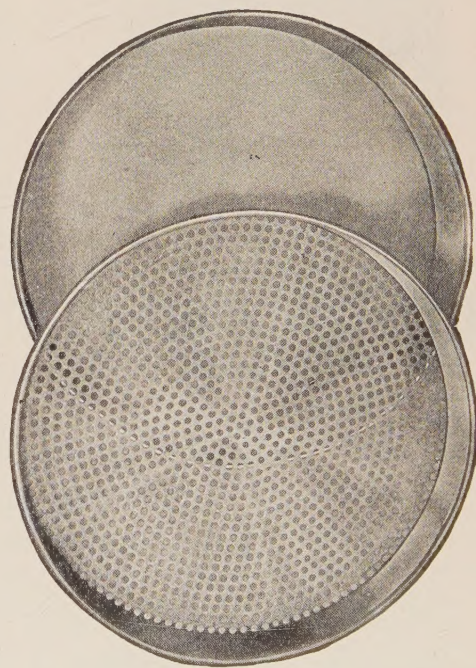
THE NEW YORK PRODUCE EXCHANGE is among the commercial bodies which have adopted the definitions of export quotations and general recommendations for a standard American export practice of the National Foreign Trade Council. A 14-page folder giving the definitions has just been issued by O. K. Davis, sec'y, New York.

# HESS DRIERS

are staple. They insure against deterioration of grain in storage. They insure against losses from heating in transit. *They are used Everywhere* by the largest and best known grain dealers and are recognized as the standard for all that is excellent in grain drying apparatus.

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We make and sell dockage sieves for wheat and corn. Also Brown-Duvel Moisture Testers, scales, kettle testers, Boerner samplers and all the other devices used in grain sampling and testing. Free booklet.



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We have them for Wheat also.

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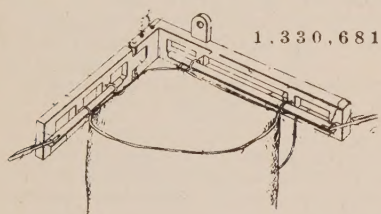
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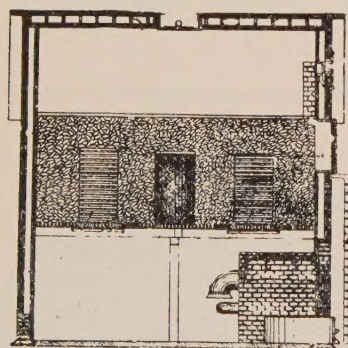
## Patents Granted

**1,330,681. Sack-holder.** Edelbert J. M. Campen, Stevensville, Mont. This sack holder is to be attached to a wall. From the section on the wall extends an arm at the end of which is a pivot holding another section. This allows the sack to be opened at any position. Ears for holding the sack are provided on the section attached to wall on the arm and on the section attached to the arm. A means for releasing the ears from the sack is also provided.

**1,330,195. Drier.** Bert M. Kuhn, Bloomington, Ill. This is a structure of three compartments. The middle compartment is the drier proper. The lower floor of this drier is connected with a chamber below by a network partition upon which there is a movable network flue extending into the drier. A means is provided for supplying heated air to the lower section. It passes thru the grain by being forced thru the network partition and flue, from which it is expelled into the upper chamber thru another flue.



1,330,195.



## Books Received

"SIXTY TROUBLESOME WEEDS" is a useful little book which lists the troublesome weeds of the United States. A picture is given of each weed with its common names, its origin, its method of propagation, time of bloom, seed time, in what part of the country it is the most troublesome and in what grains or seeds it usually appears as an impurity. Each article also gives means of that weed's control. The book is issued to the farmers and seedsmen for the encouragement of better seeding and larger acre yields. Paper, 53 pages, compiled and published by Missouri Board of Agriculture, Jefferson City, Mo.

"OUR RED BOOK" is a ready office reference for the grain man. It explains the method of trading on the Chicago Board of Trade, and gives the official grades in full, the contract grades of each market, daily receipts and shipments at Chicago of flour, wheat, corn, oats, rye, barley, flaxseed, pork, cut meats and live hogs, daily prices of each, a record of the grain inspected daily, stating the amount and grade of each kind. The yield in 1919 of the principal grains and seeds by states in bushels per acre, and receipts at the markets of the U. S. The crops, imports, exports, etc., of principal countries are also given. Paper, 55 pages, compiled and published by Howard, Bartels & Co., Chicago, Ill.

## Fertilizer and the Grain Dealer.

Few grain dealers realize the advantage to them of handling fertilizer. If they did, no doubt, many more would feel that the handling of it at cost, was a paying proposition.

The sale and encouragement of its use will be beneficial to the dealer for it really is a form of insurance. It protects his business from being in a run down community; it keeps his community on a production basis; the energy spent in the sale of fertilizer will be returned in an increased amount of grain to handle.

Farms of the Eastern and New England states are in a run down condition. Land is selling for as low as \$2.00 an acre. This is a direct result of taking everything from the soil and putting nothing back. Had the farmers put some of the essentials back in the soil that they took out in the form of grain, that land would still be productive.

The production of the United States has increased three times in the last five years. Land is becoming depleted quicker than ever before. Therefore it is very important that land be kept from running down. The grain dealer must help to get some of the used ingredients back in the soil.

A country like France which has been producing from its ground for centuries does not know what "used up" land is. French agriculturists from the Bureau of Agriculture in Paris say that the production of 35 bushels of wheat per acre in France is the result of replacing in soil that which has been taken out. Surely the grain dealer can keep his community on a production basis for all the time he is in business, if a foreign country can keep on producing for centuries.

Take a certain grain dealer, for instance. He does not sell any of the things taken from the soil as grain. The soil in his territory is going to act just like that soil did that is selling for \$2 an acre. The farmer who normally sells 5,000 bushels of grain over what he needs, and never fertilizes, is going gradually to go back. He will market 4,500 or 4,700 bushels next year. He will repeat the history of farming in this country. The grain dealer will also be the loser.

But the dealer who does sell fertilizer and encourages its use will have 5,500 or 6,000 bushels of grain to handle instead of the 4,500 bushels.

Let the dealer sell fertilizer extensively thruout his territory. Every sack sold will mean an increased turnover of grain. If the dealer normally receives and ships 100,000 bushels and can by the sale of fertilizer receive 110,000 bushels he will be far ahead.

## Sheets Elevator Co. Attacked by Federal Trade Commission.

The Sheets Elevator Co., of Cleveland, O., has been summoned to appear at Washington, D. C., Mar. 1, to defend itself before the Federal Trade Commission under charges of having attempted to maintain resale prices of its poultry feeds, by the following *alleged* unlawful means:

(a) Made it generally known to the trade that it would refuse to sell to any and all dealers failing to observe and maintain said prices;

(b) Threatened to refuse to sell to dealers who had in fact failed to observe said resale prices, unless said dealers would agree or give assurance that they would in future observe the same;

(c) Refused to sell to dealers failing or refusing to make such agreements or give such assurances; and

(d) Colluded with others to prevent such dealers from securing supplies of said products for resale;

all with the result that dealers handling said products have been generally induced and coerced by said acts of respondent and others to observe and maintain said prices, and with the result that prices charged consumers of said products have thereby been unduly enhanced.

## Insurance Notes.

SHINGLE roofs having caused 75 fires since the first of the year, out of 75 fire alarms turned in during that time, led the Bloomington city council to adopt an ordinance that excludes all but fireproof roofs in the future.

## Annual Statement of Grain Dealers' Fire Insurance Co.

The 17th annual statement of the Grain Dealers' National Mutual Fire Insurance Co. of Indianapolis recently issued by Sec'y C. A. McCotter shows insurance in force of \$72,972,257 compared with \$53,591,728 in force in 1918.

Total cash assets amounted to \$1,354,714.84 at the close of 1919, compared with \$1,060,429.41 at the close of 1918. Assets for 1919 include \$1,187,323 in bonds and cash in banks.

Liabilities included unadjusted losses \$23,098.06; return premiums \$3,317.59; reserved for taxes \$19,640; reserved for commissions \$4,872.61; reserved for unearned deposits \$386,433.77; reserved for contingencies \$100,000; permanent fund \$300,000; surplus over liabilities and permanent fund \$517,352.81.

The income from deposits and renewal premiums was \$977,004.90, less return premiums and re-insurance premiums of \$272,886.99, which with the interest and bond premiums, made total income for 1919 of \$761,922.75. This with \$1,038,953.26 on hand at the close of 1918 gave total of \$1,800,871.61, compared with a total in 1918 of \$1,455,550.92, and total in 1917 of \$1,170,770.72.

Disbursements for 1919 include losses paid of \$296,795.46. After salvage and discount of \$26,187.88 has been deducted, the loss expense for 1919 amounts to \$270,607.58, compared to a loss account of \$249,430.13 in 1918.

Since the organization of the company it has paid grain dealers losses amounting to \$1,936,152.87.

## Millers' National Insurance Co.'s Annual Report.

The 44th annual report of the Millers' National Insurance Co., of Chicago, Ill., issued Feb. 10, shows the following condition at the close of 1919: Total admitted cash assets amounted to \$4,018,126.36, compared with \$3,323,980.08 on Dec. 31, 1918. Total liabilities amounted to \$1,869,584.92, compared with \$1,489,182.73 a year ago. There was a cash surplus including permanent fund of \$2,148,541.44, compared with \$1,834,797.35 at the close of 1918. The total income during the year amounted to \$2,287,049.54; compared with \$1,726,613.90 in 1918. The risks in force Dec. 31, 1919, were \$234,150,648.00, compared with \$187,422,048 in force Dec. 31, 1918.

The company settled 66 losses of over \$2,500 amounting to \$433,351.79, and 8,290 losses under \$2,500, amounting to \$476,503.14. Included in the losses of 1919 were seven that were between \$10,000 and \$20,000 and four that were over \$20,000. The total losses during 1919 were \$895,634.18.

Of the total amount of insurance in force \$234,150,648, at the close of 1919, there was carried on the mutual plan \$44,728,600, compared with \$38,806,336 in force in 1918. There was \$189,260,450 cash business in force compared with \$148,615,712 in 1918.

The amount carried on the mutual plan covering flour mills, elevators and contents amounted to \$42,881,723.00 and the mutual general business to \$2,008,475. In 1918 the amount carried on flour mills, elevators and contents on the mutual plan amounted to \$36,713,664 and the amount carried of mutual general business was \$2,092,672.

THE GERMAN GOVERNMENT is negotiating for a large purchase of Argentine corn, payment to be made partly in potatoes and partly in notes, according to report from Amsterdam.

THE NEW LABOR that is coming in now is not nearly so great as the labor that is pouring out—pouring out of America into Canada and back to the countries of Europe. The immigration authorities at New York say that 1,125,000 foreign born workers and their families will leave as soon as conditions permit and they estimate the 1920 immigration at one third of the normal pre-war figures. Both the farmer and the manufacturer must consider the fact that during the war we were deprived of the supply of new labor we had been accustomed to getting from Europe. The farmer as well as the manufacturer gets part of his help from this new labor which comes here from the countries of Europe.—Wm. H. Barr, pres. National Founders Ass'n.



## Autocracy of Officeholders.

So complex and so manifold have business activities become that governments are everywhere building up huge political machines in order to maintain and to increase the points of contact between government and business. There are countless inspections, reports, taxes, all of which require an army of public functionaries.

The constant temptation under such circumstances is for those who administer the government to lose sight of the fundamental and controlling principles of Anglo-Saxon liberty and to regard these government functions as ends in themselves, to be indefinitely multiplied and extended. The unchecked development of such a tendency would in time completely alter the American form of government and revolutionize American business.

It is perfectly easy, by following such a course as outlined, to transform a democracy into an autocracy of officeholders and inspectors. Nominally this autocracy would represent and carry out the wish of the people, but actually it would be a tyranny of an office-holding class.

In the United States, partly because of recent rapid developments in public policy, and partly because of the division of authority between the national and the state governments, the multiplication of public functionaries has gone on apace, and the question as to what is or should be the proper relation between business and public policy is everywhere being asked.

We have at the present time a federal trade commission appointed pursuant to the provisions of a statute which might easily be so administered as to do great good. The federal trade commission has, however, utterly misconstrued its proper functions and has preferred to persecute business rather than to protect and develop it. The cheaply won applause which is sure to follow the violent denunciation of somebody or something for an alleged wrong has been preferred to the much more solid and lasting approval of an intelligent people that would follow upon constructive acts which should indicate how the business of the country might be better and more wisely developed.—From an Address by Nicholas Butler, Pres. of Columbia University.

THE AUSTRALIAN MINISTER of Agriculture is charged with losing 3,000 bushels of wheat in conducting the wheat pool at New South Wales, Australia. Prosecutions are threatened.

THE GRADING of grain by the Federal government is unsatisfactory, according to agricultural leaders and state officials of Minnesota at a recent meeting in Minneapolis. They say that the grading of grain should be controlled by the state. Included in those present were: D. P. O'Neill and O. F. Evenson, of the Minneapolis Board of Grain Appeals; O. P. B. Jacobson and G. H. Tunell, of the State Warehouse Commission, and N. J. Holmberg, State Commissioner of Agriculture.

INCORPORATED 1877

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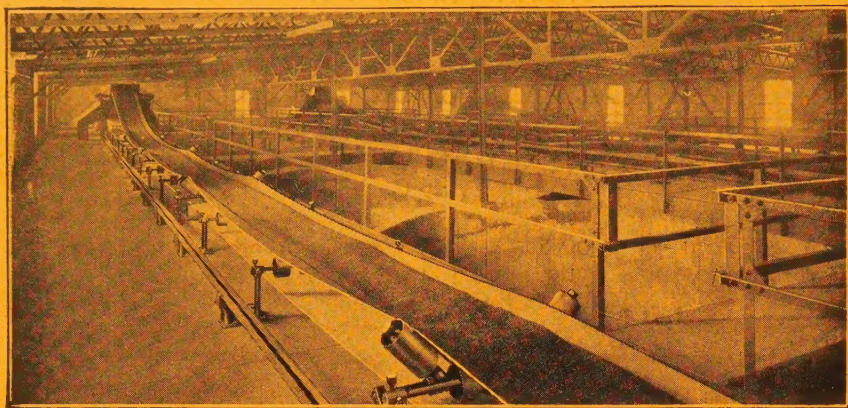
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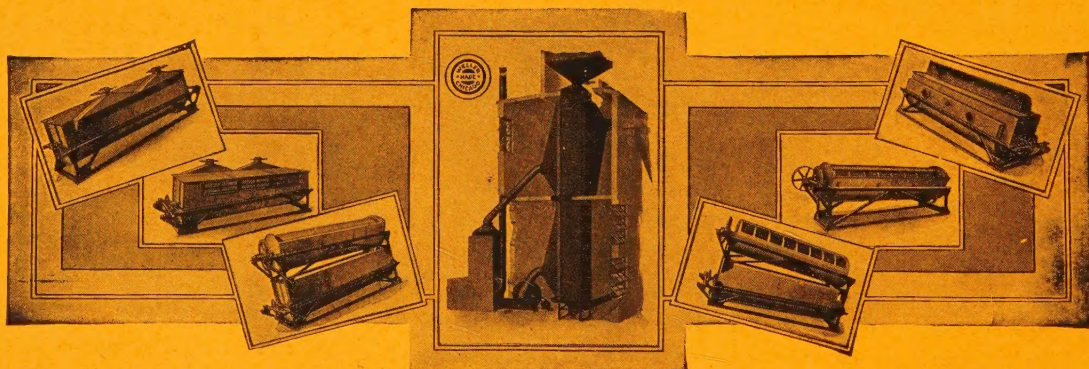
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